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April 22, 1998 • #178

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What's Hot, What's Not

Seniors: The Untapped Talent Pool

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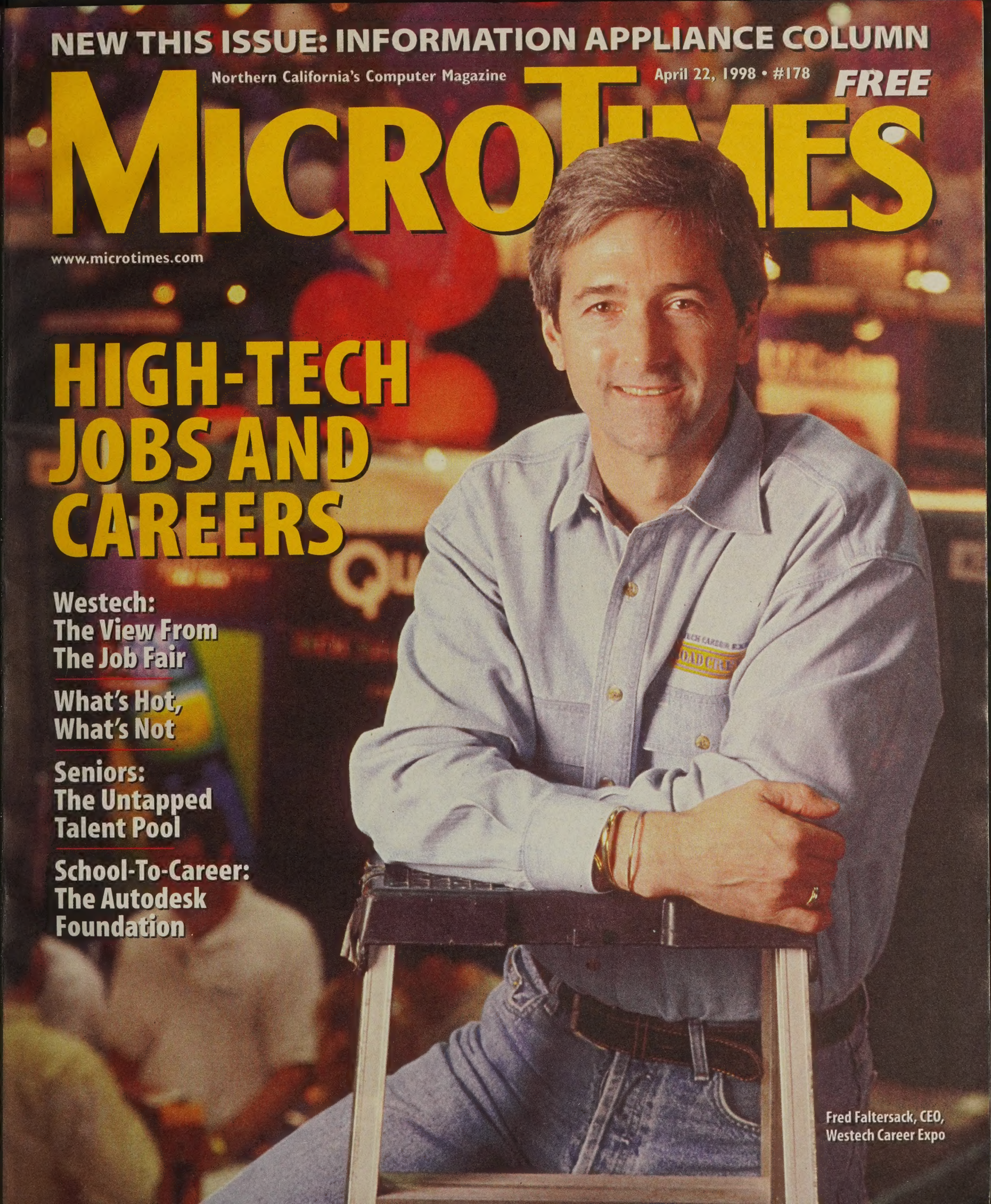
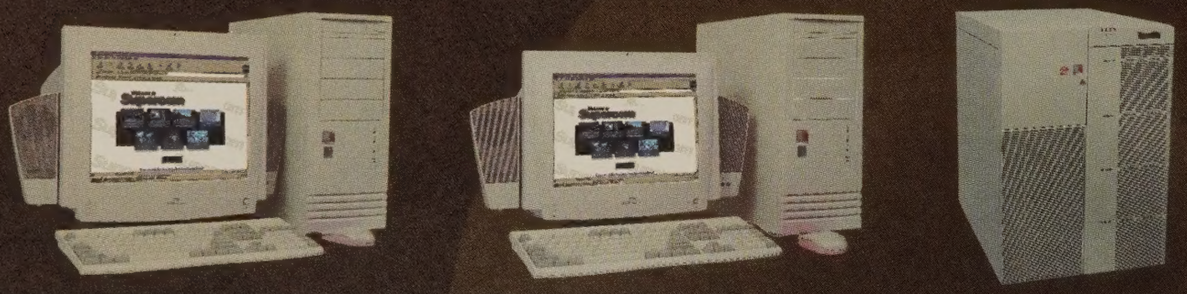


Fred Faltersack, CEO, Westech Career Expo



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Hear the dragon roar! Sceptre's Dragon Eye series 15 and 17 inch monitors can be optionally configured with Sceptre's separately packaged high fidelity Dragon Sound™ speakers. Additionally all Dragon Eye series monitors, 15 through 19 inch, can be configured with an optional five port USB hub.

Sceptre is an ISO 9001 manufacturer, dedicated to the art and science of advancing the state of monitor technology. For instance, Sceptre takes an extra step in the manufacturing process and precision aligns the CRT. We don't have to do it but that dedication shows as evidenced by the numerous awards Sceptre has won over the years. Couple that dedication with Sceptre's unwavering commitment to total quality control and you can understand how Sceptre can offer a limited five year warranty.

Shown: D97A

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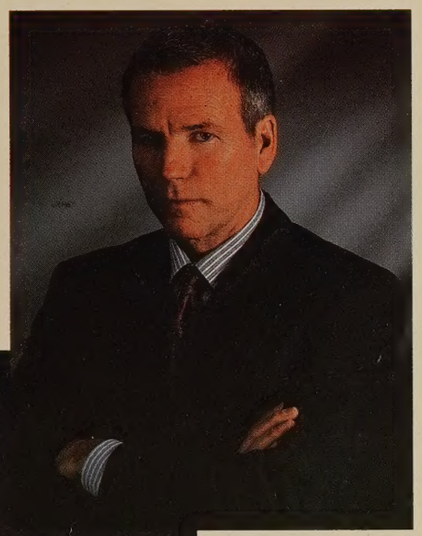
Have you PURCHASED any ILLEGAL SOFTWARE lately?



We have.

Microsoft has sued the following companies alleging that each has distributed counterfeit Microsoft products to undercover investigators:

- ▲ **Silicon Computers,** San Francisco, CA
- ▲ **Gogate International, inc.,** Fremont, CA
- ▲ **CHL Microsystems, Inc.,** Milpitas, CA
- ▲ **Meladi Electronics, Inc.,** Fremont, CA
- ▲ **CMOS Technologies, Inc.,** Santa Clara, CA
- ▲ **Advanced Digital Solutions International, Inc.,** Milpitas, CA

Make no mistake about it. Microsoft is very serious about going after software piracy and leveling the playing field for honest system builders. In fact, based on the results of ongoing test purchases, we've sent out close to 1,000 Cease & Desist letters this year, often followed by legal action. The list of lawsuits at left is proof of our commitment.

The consequences of trafficking in counterfeit goods are real:

***Civil Damages:** Up to $1 million per incident*

Criminal Prosecution:

Individuals: Up to ten years and $2 million

Companies: Up to ten years and $5 million

The combined resources of Microsoft, the Business Software Alliance, and law enforcement agencies are behind this industry-wide effort.

If you're a system builder, be sure to protect yourself by obtaining Microsoft® OEM products from the authorized distributors listed below. If you're concerned about the legitimacy of your software, call 1-800-RU-LEGIT, e-mail piracy@microsoft.com, or visit our website at: www.microsoft.com/piracy/.

BSA Business Software Alliance

System Builders, please call 1-800-325-1233 to receive your FREE System Builder Program introduction pack.

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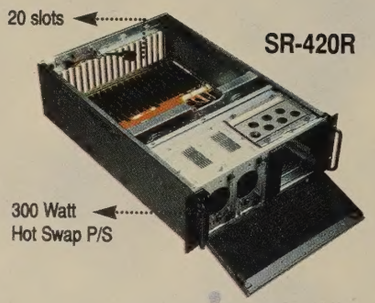

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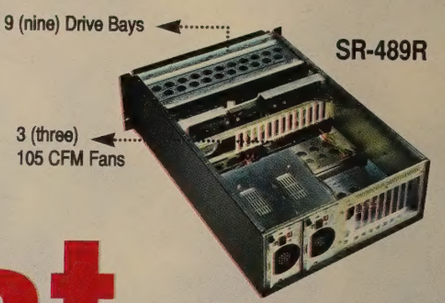

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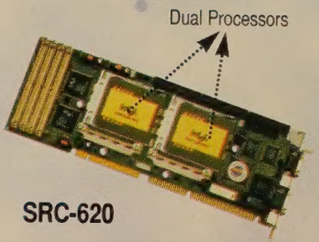

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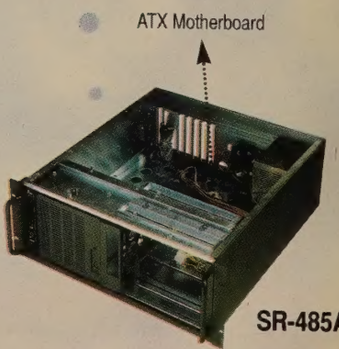

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The CyberVision C-Series is now comprised of 14"-21" (various viewable) displays. The C-Series offers resolutions as high as 1600 x 1200 and diagonal dot pitches as sharp as .25mm to ensure precise, uniform images. Every display is digitally controlled allowing you to optimize the screen for your specific viewing environment and comes with an anti-static, anti-glare treatment that enhances picture quality. And, to ensure you get optimum resolutions and refresh rates all CyberVision displays are Plug & Play compatible. When you ask for a CyberVision C-Series display you'll be asking for the best value for your money.

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Dot Pitch	.28mm	.28mm	.28mm	.27mm	.25mm	.26mm	.26mm
Maximum Resolution	1024x768	1024x768	1280x1024	1280x1024	1280x1024	1600x1200	1600x1200
Refresh Rate/Resolution	80Hz/800x600	85Hz/800x600	87Hz/1024x7688	7Hz/1024x768	87Hz/1024x768	79Hz/1280x1024	88Hz/1280x1024
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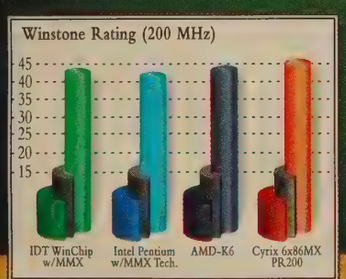

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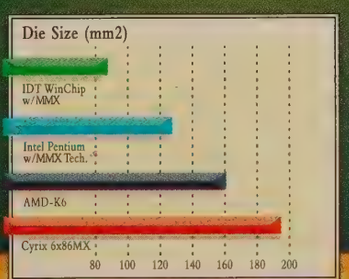
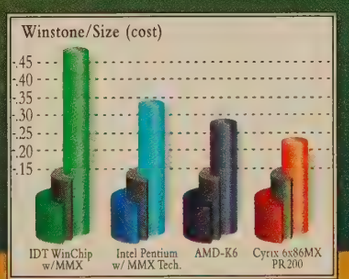


Smaller die area means lower production cost, lower power consumption and heat dissipation.



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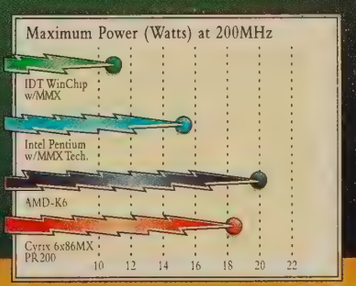

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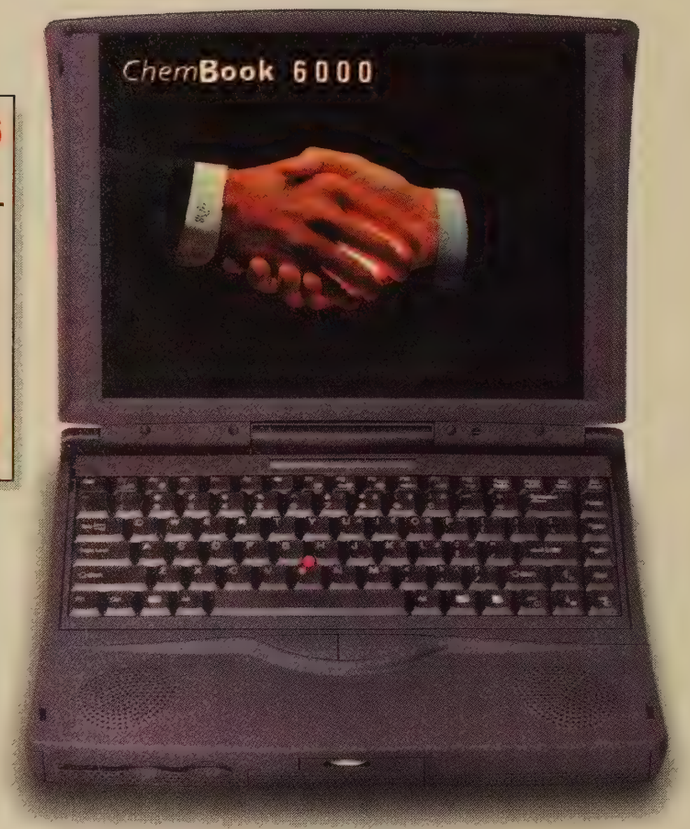

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PC Magazine
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- Intel LM 78 Hardware Monitor Circuit design

All-In-One ChemBook™ 9780

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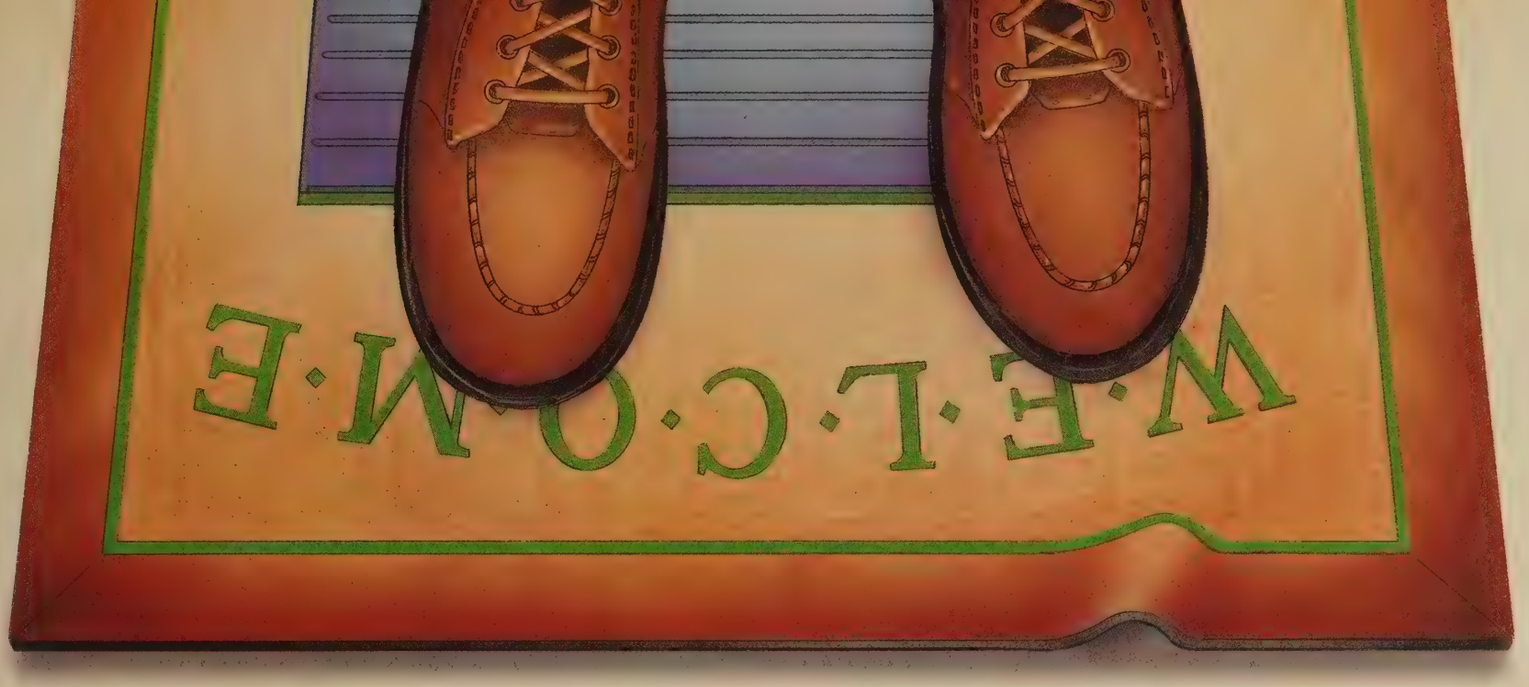

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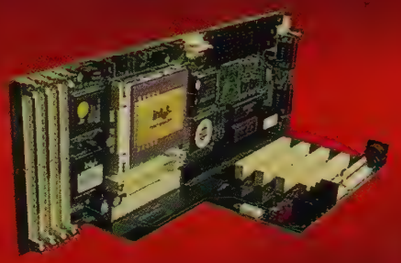

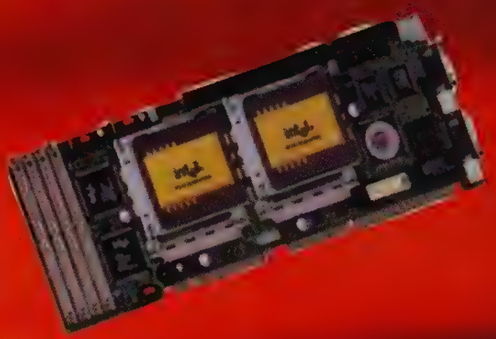

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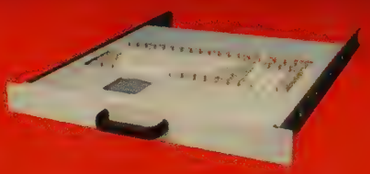

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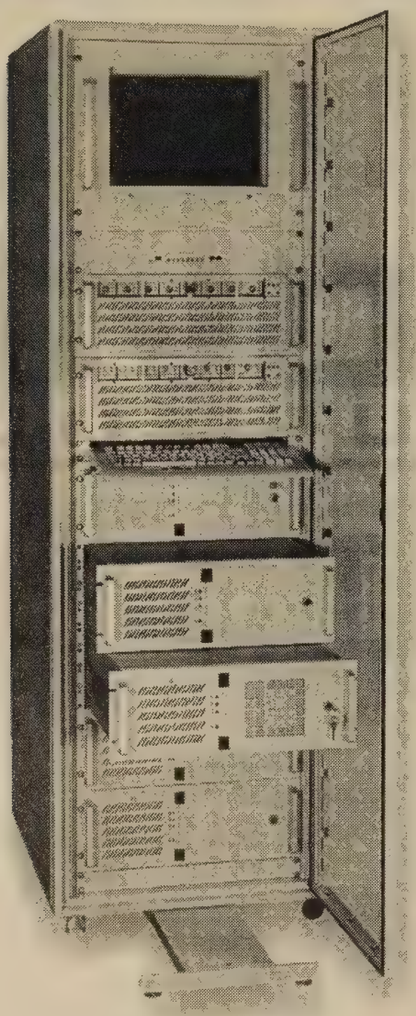

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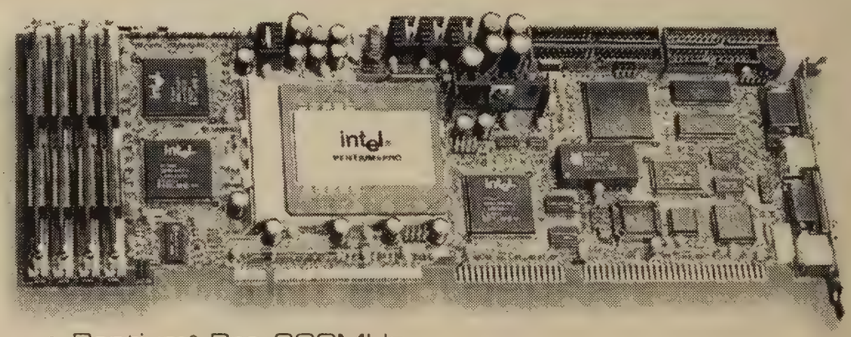

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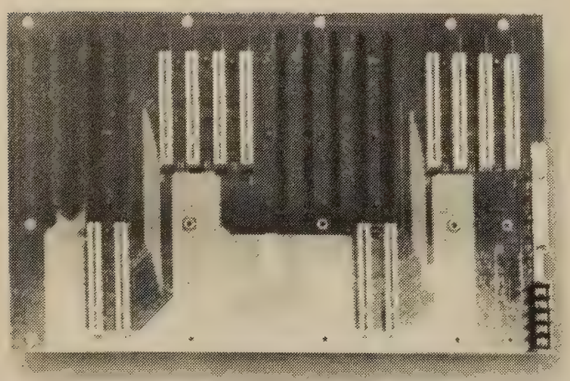

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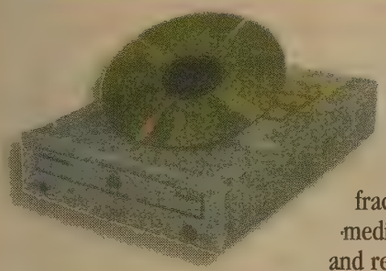

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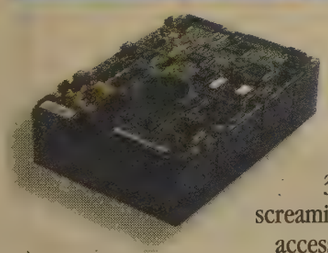

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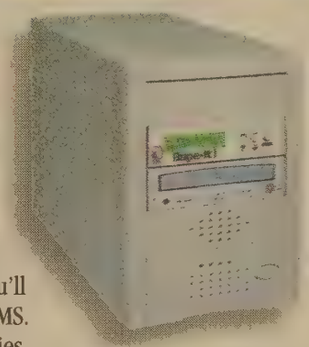

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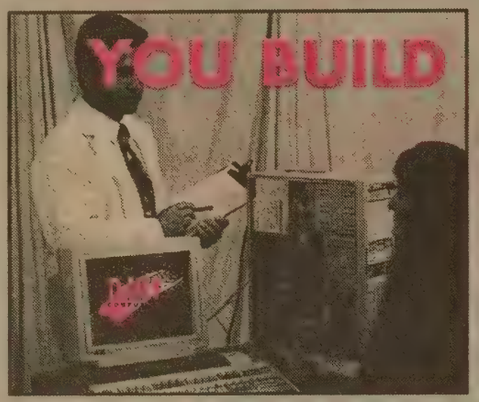

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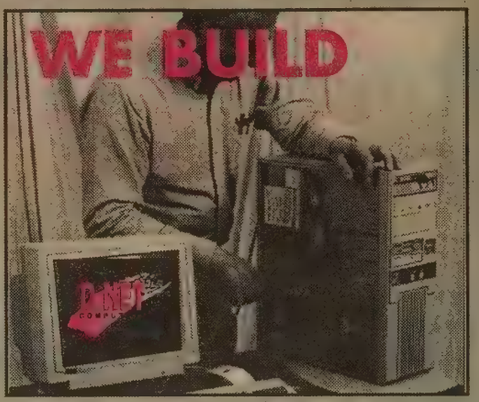

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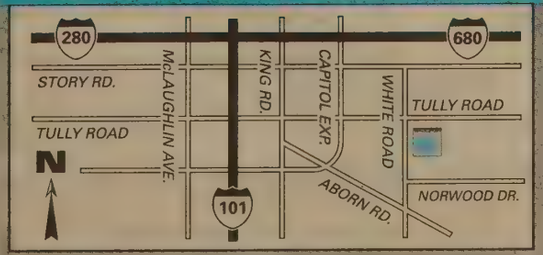

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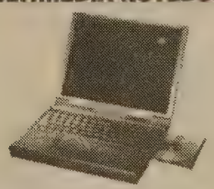

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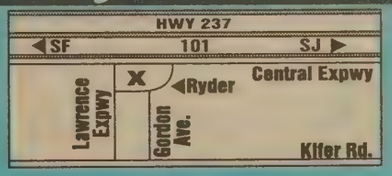

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MICROTIMES
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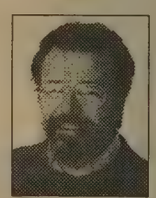
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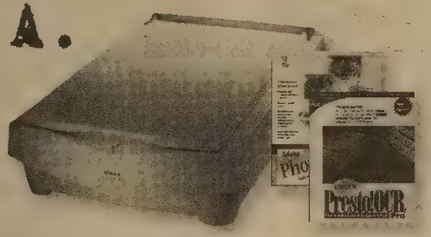

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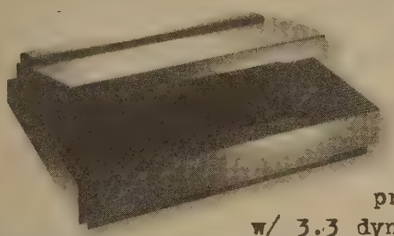

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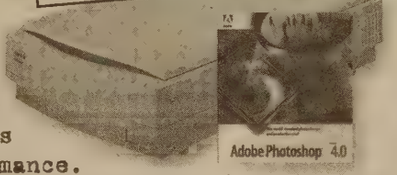

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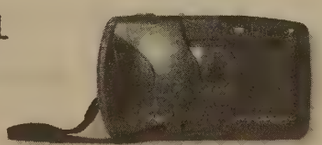

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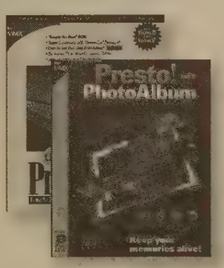

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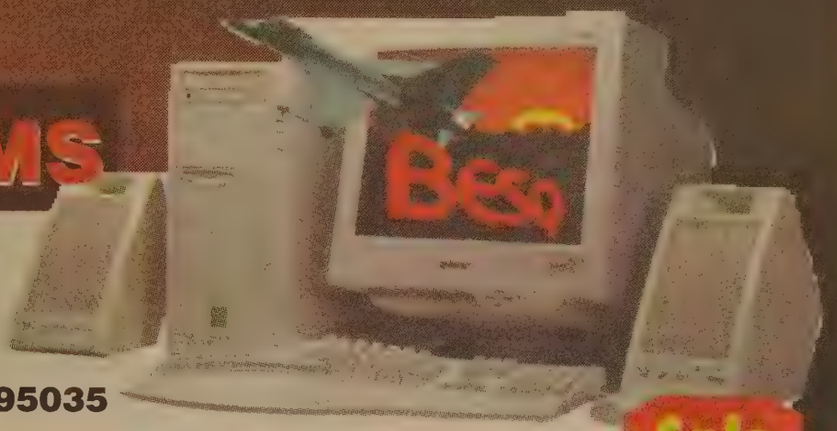

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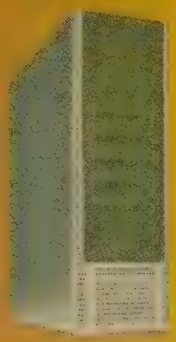

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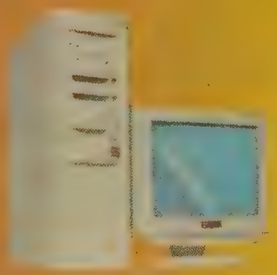

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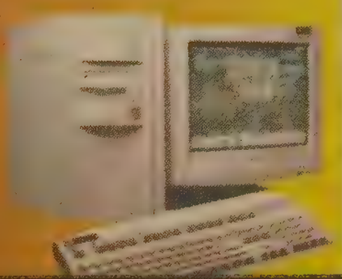

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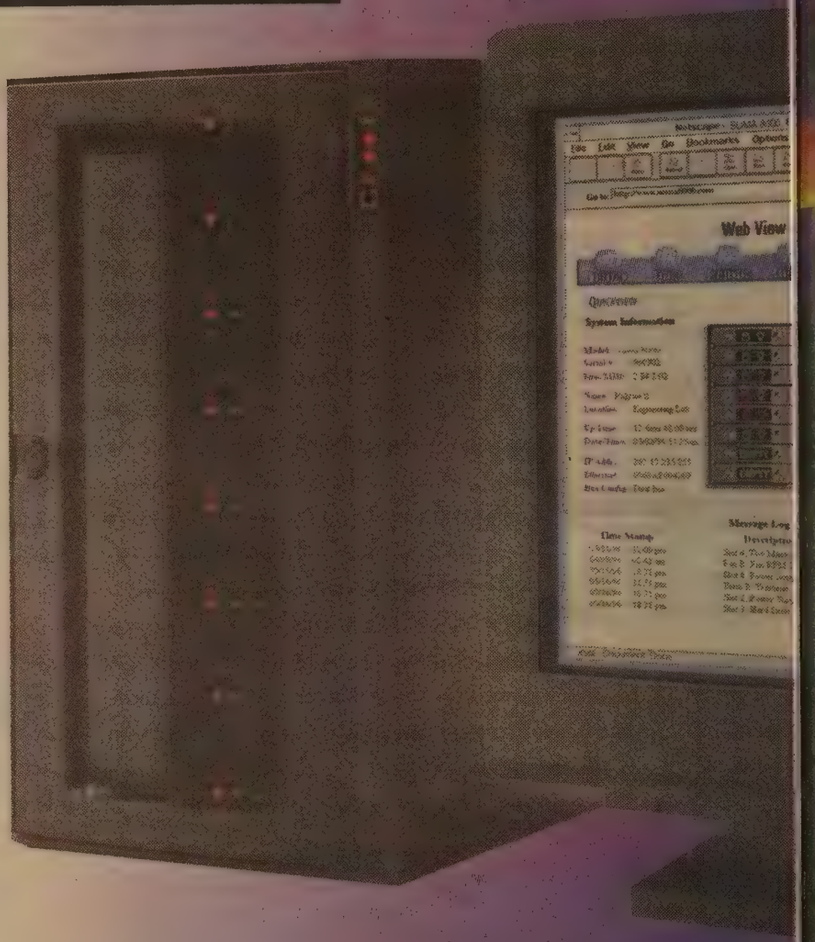

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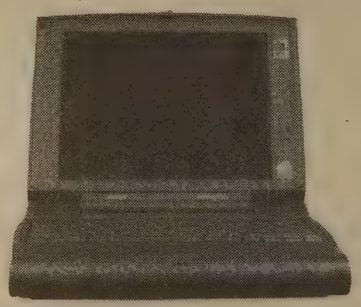

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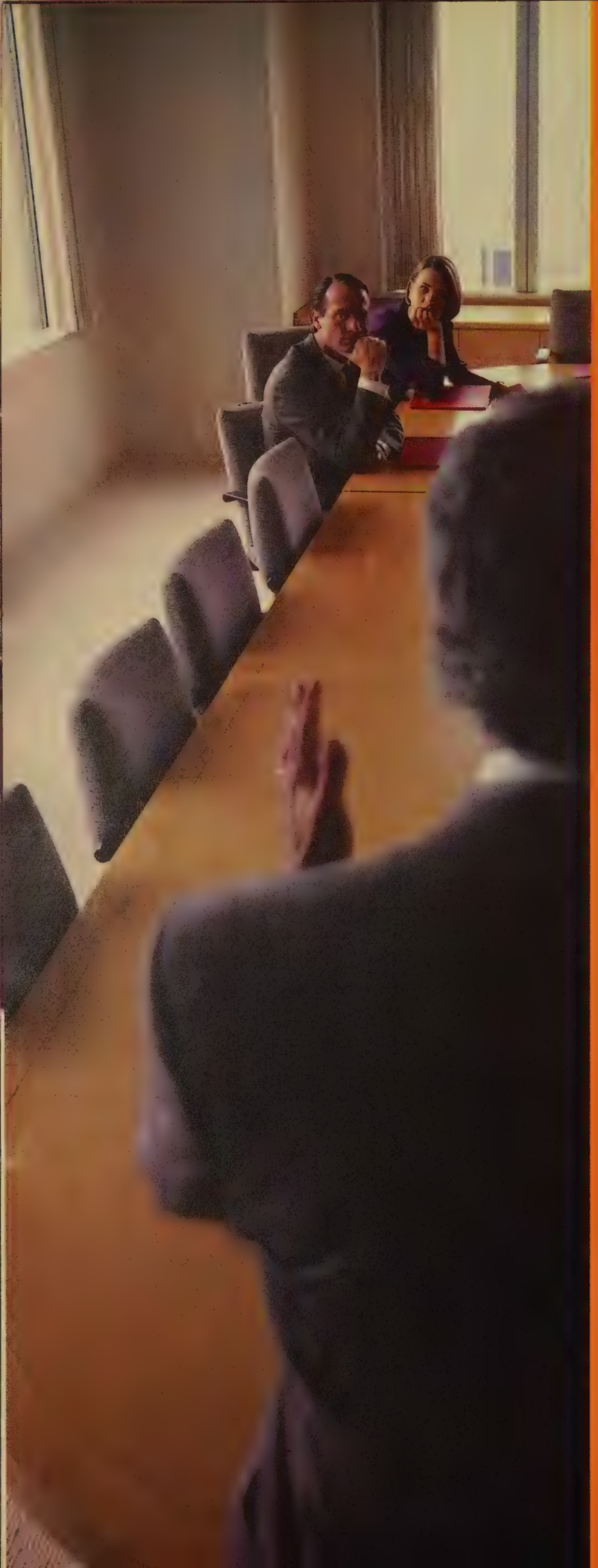

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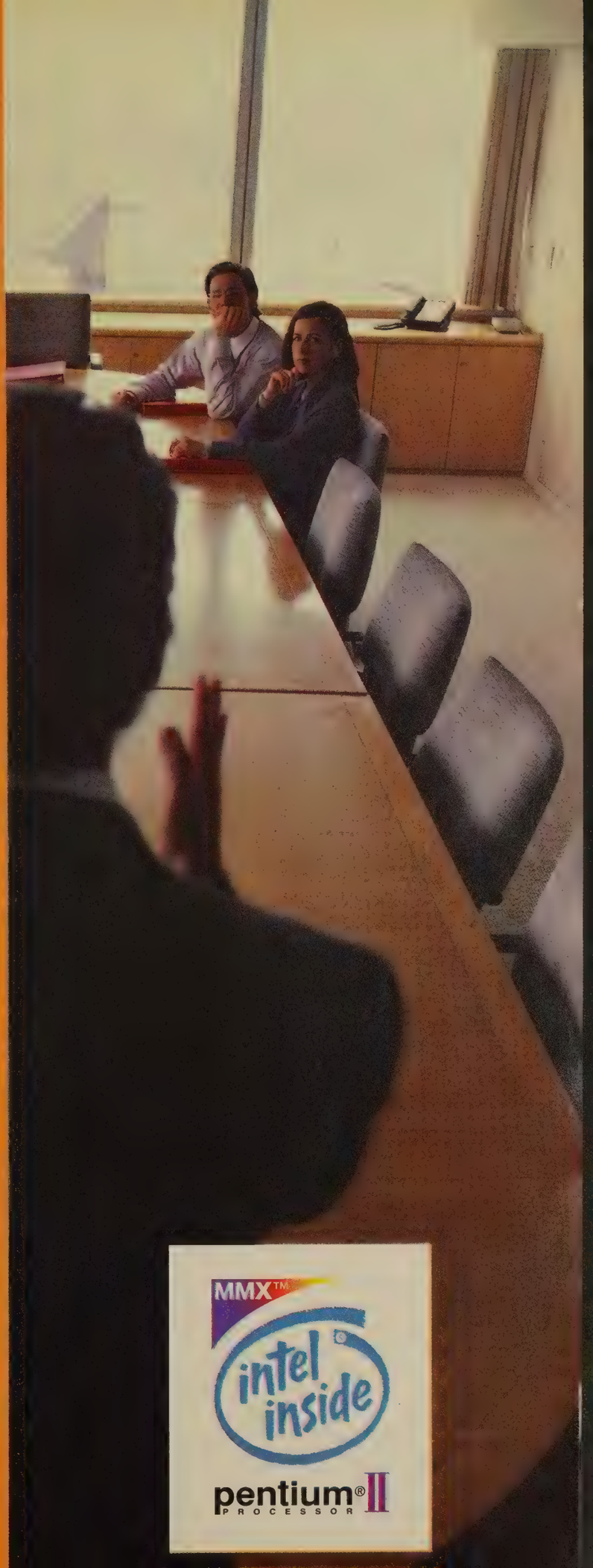

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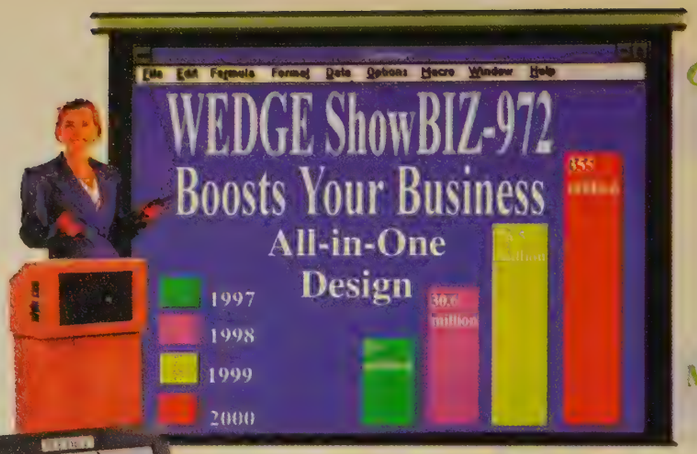

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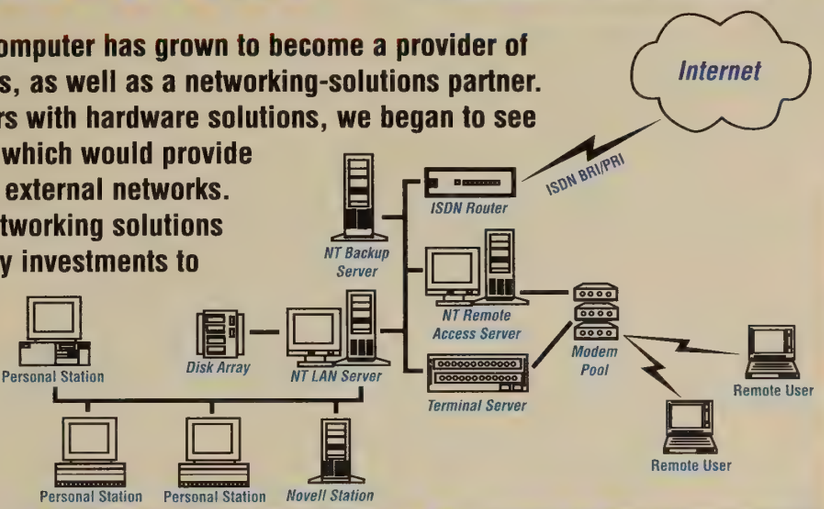

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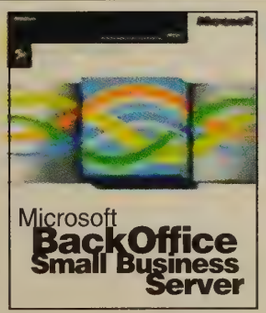

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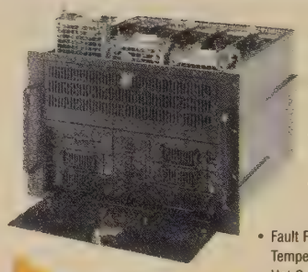

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- Individual Shock Mounts for 8 Drives
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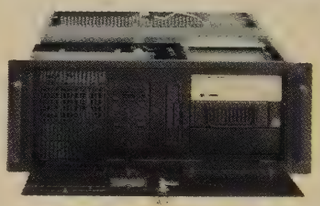
4200HT Compact Enclosure



Fault Resilient System

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- Dual 56CFM cooling fans*
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- Chassis only available
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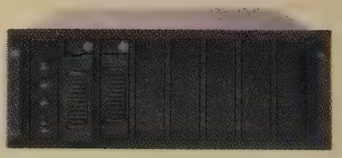
- 19"(W) x 7"(H) x 20"(D)

* Optional

4085H Hard Drive Enclosure



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- Hot Swap Removable Drives*
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RAID

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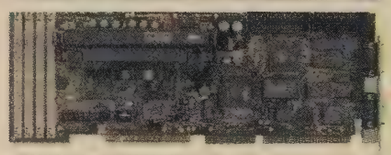

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Pentium® SBC with MMX™

MMX

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5 WARRANTY

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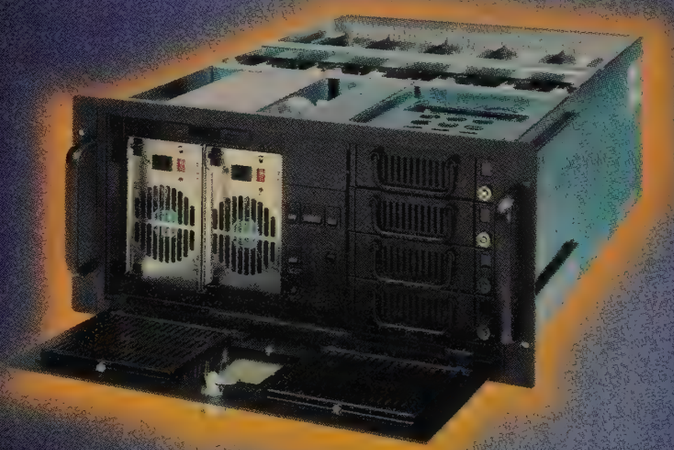

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support site, or because it isn't easily searched, or because it is badly labeled.

Microsoft is an excellent example of a company that has way too much available without enough help to navigate in it. They have hundreds of megabytes of information on all of their products, much of which would be quite useful if you could find the one that relates to your problems. However, the overly-simplistic search mechanism seems to always give you either dozens of documents or none. This is probably the same user experience you will find on most other Web-based support sites.

Many people who have a modem and an Internet account still can't figure out how to use the Web well enough to get to a manufacturer's site and read the material that is waiting for them.

When faced with this criticism, most companies say, "But we wanted to possibly help people so they don't have to wait on hold to talk to one of our human representatives." That's a good motive, but the mechanism for getting there works so poorly, what you end up with is people who start their calls even more angry than before about needing help. Another typical response is, "We have published everything our own tech support people use." But their tech support people know much more about how to use the mass of data than a typical customer does.

One-Stop Support Shops

Because of the deteriorating level of support available to computer users, new service companies have sprung up to fill in. Most of these have been aimed at business customers, since they are often willing to spend more money than individuals and are often using a limited range of computers and software. Of course, most large companies have their own in-house support teams, but they are frequently overworked and not as responsive as outside service companies who are being paid to have support ready when a customer calls.

The outside support business has gone through ups and downs over the past decade. Companies that have provided this kind of support have often found it hard to find enough customers to survive, and those that have survived have sometimes been bought up and changed into different kinds of service agencies. The computer industry newspapers aimed at corporate customers often sound like non-stop searches for good, reliable support.

In March, Intel decided to enter this market, but with a new twist: specifically targeting small businesses and motivated home users. Intel's AnswerExpress service is a combination of software, Web service, and call-back phone support at approximately $15 per month. Intel hopes that the comprehensiveness of the service will attract people who want to pay almost $200 per year to get what many of us would expect for free.

AnswerExpress has many features that will make it attractive to people who rely on their computers and don't have a corporate support staff behind them. It comes with a CD-ROM that

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has many of the answers people now have to look on manufacturer's sites for. Intel claims support for all popular PC hardware, Windows 95, and over 200 applications, and backs that up with a Web site that has more answers than the CD-ROM. Further, Intel includes off-site backup, something that few PC users think of until it is too late.

One of the more innovative features of AnswerExpress is its method for phone support. You connect to the Web site and enter your question, then a tech support person calls you back. This prevents you from being on hold for a long time, and also lets Intel have someone most familiar with the program you're having problems with be the one to call you back. In addition, the person calling you will have a good idea of what kind of system you have and what software you are running before they call.

At $200 a year, this is probably too expensive for many home users, but well within the range of many small business users. Intel could be using AnswerExpress as a way to build up its expertise before launching a similar service for large businesses. It is, of course, sad that such a business has to exist, because it makes plain the fact that many manufacturers have abandoned the concept of good tech support.

On the one hand, it's great that the cost of software has generally been going down as the number of features have gone up. On the other hand, support has now become a hidden, and therefore unpredictable, cost.

Is It Worth A Fee?

Another disturbing trend in the PC industry is to charge users a lot of money for tech support phone calls. Typical fees being charged by major industry players for software support are about $20 per call. Many manufacturers let you call (and wait and wait and wait) free for the first 90 days of ownership, but many are now charging for any questions you have after this period. Some are even charging immediately for anything other than questions about installation. Worse yet are manufacturers who are no longer including printed manuals with complicated products, instead forcing their users to read everything online (or spend money to print out the online manuals).

On the one hand, it's great that the cost of software has generally been going down as the number of features have gone up. On the other hand, support has now become a hidden, and therefore unpredictable, cost. If the typical user of a product is going to have to spend $25 on support calls in order to get their software to do what they want, it is somewhat dishonest for manufacturers to say, "We've reduced the price by $25." Many of these manufacturers are probably very glad about Intel's new service, but they miss the point that people have to pay $200 for it.

Computer users have a basic expectation that when they buy something, it should work the way it says it will and do what it promises. If you can't get something to do what it is supposed to, you shouldn't have to pay additional money to find out what went wrong.

Large software and hardware vendors can predict the costs of supporting their customers, and hiding those costs simply causes bad will. Better manuals and better Web sites cost much less than sales lost due to customer frustration, and there are plenty of companies that can gain better reputations by supplying support without charging their customers. ◆

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- (15.9" v.i.s 1280x1024 .27 max.res.)
- Sound Blaster AWE 64 Sound
- DVD-ROM Drive and Decoder Card
- MS Windows 95 OS/2 CD w/Manual
- KeyTronics 104 Win95 Keyboard
- Microsoft IntelliMouse PS/2 Mouse/Pad
- US Robotics 56K Fax/Modem
- Yamaha M25 Speakers w/Subwoofer
- ATX MID Tower Case w/235W PS
- Two Months free Internet Access

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266MHz $2249
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- Built-in Enhanced IDE I/O PnP BIOS
- 64MB of SDRAM (10ns)
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- Mitsumi 1.44MB Floppy Drive
- MATROX Millennium II 8MB WRAM AGP
- VIEWSONIC G790 19" NI Monitor
- (18" v.i.s 1600x1280 .26 max.res.)
- Sound Blaster AWE 64 Sound
- Toshiba 32X IDE CD-ROM Drive
- MS Windows 95 OS/2 CD w/Manual
- Microsoft Natural 104 Win95 Keyboard
- Microsoft IntelliMouse PS/2 Mouse/Pad
- US Robotics 56K Fax/Modem
- Yamaha M45 Speakers w/Subwoofer
- ATX MID Tower Case w/235W PS
- Two Months free Internet Access

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266MHz $2549
233MHz $2419

STARLITE MIRAGE #5
POWERPRO SERVERS
333MHz Intel Pentium® Processor

- DUAL PROCESSOR/RAID CAPABLE (option)
- ASUS P2197DS 440LX AGP w/Two USB Port
- 512K Pipeline Burst L2 Cache
- Built-in Enhanced IDE I/O PnP BIOS
- On-Board UW SCSI II PCI Controller
- 6 Expansion Slots: 4 PCI/2 ISA
- 64MB ECC EDO MEMORY
- WD 4.5GB Ultra-Wide SCSI II Hard Drive
- Mitsumi 1.44MB Floppy Drive
- Diamond 4000 3D 4MB SGRAM AGP
- Toshiba 32X SCSI CD-ROM Drive
- 3Com 905 10/100 PCI Ethernet Adapter
- KeyTronics 104 Win95 Keyboard
- Microsoft IntelliMouse PS/2 Mouse/Pad
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Dual 233MHz. $2519

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200MHz Intel Pentium® Processor With MMX Technology

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- 32MB of SDRAM (10ns)
- Fujitsu 3.2GB UDMA Hard Drive (4.3GB +$39)
- Mitsumi 1.44MB Floppy Drive
- Diamond Stealth 3D 2000 PCI 2MB DRAM
- 15" 1024x768 .28 NI Monitor (17i +$169)
- Toshiba 24X EIDE CD-ROM Drive
- 16 bit 3D Sound/100w Speakers
- 56K Fax/Modem PnP
- Windows 95 OS/2 CD w/Manual
- Mitsumi 104 Win95 Keyboard
- MS Compatible Serial Mouse/Pad
- Mini Tower Case w/230W PS
- Two Months free Internet Access

$869

Intel P5-166MHz MMX $849
Intel P5-233MHz MMX $899

STARLITE MIRAGE #2
PENTIUM® MMX SYSTEMS
233MHz Intel Pentium® Processor With MMX Technology

- ASUS TX97E 430TX 512K L2 Cache
- Built-in Enhanced IDE I/O PnP BIOS
- 32MB of SDRAM (to 64MB +$59)
- 4.3GB Ultra-DMA Hard Drive (10ms)
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- Matrox Millennium II 4MB PCI WRAM (8MB +$59)
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- Toshiba 32X IDE CD-ROM Drive
- Sound Blaster 16 3D Sound
- Yamaha M7 Speakers
- 56K Fax/Modem PnP
- KeyTronics 104 Win95 Keyboard
- MS IntelliMouse Mouse/Pad
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- With 65K Color 1024x768
- 3.5 1.44" Floppy Drive
- 20X EIDE CD ROM Drive
- 2 Type II & Type III slot
- 16 Bit sound w/Stereo Speakers
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- Win95 Keyboard/Touchpad
- Infrared FIR/RCA Jack
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- With 65K Color 1024x768
- 20X EIDE CD ROM Drive
- 16 Bit 3D Surround sound
- Built-in Wavetable/Stereo Speakers
- 2 Type II & Type III slot
- Li-Ion Battery/AC Adapter/Carrying Case
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- US Robotics Sportster 56K Int. $105

56K PCMCIA Fax/Modem $119

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- ViewSonic G790 19" 1600X1280 .26 ..... $749
- ViewSonic G810 21" 1600x1280 .26 ..... $959

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- ASUS P2L 97 440LX Pentium® II 233-333MHz $159
- ASUS TX97 E 512K 75-233MHz $129
- ASUS TX97 XE 512K 75-233MHz ATX $149
- ASUS SP97 512K 75-233MHz $79
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- M-701 440LX Pentium® II 233-333MHz ... $109
- Triton TX 512K PCI 75-233MHz w/Sound ... $79

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- Sound Blaster 16Bit 3D PnP $35
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- Toshiba 32X IDE CD ROM $75
- Diamond DVD ROMKit $299
- Creative DVD ROM Kit $329
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- YAMAHA M7/M45 ..... $39/149

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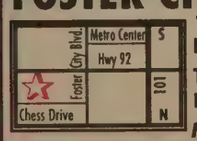

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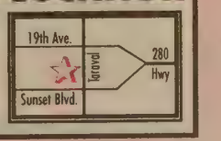

MicroTimes Stock Index Sprints Forward

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 03/05/98	CLOSING PRICE 03/31/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL DIVIDEND RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
NAS	Adobe		ADBE	43.69	45.19	1.50	3.43	20	0.20	0.44	53.13	33.50
NAS	Autodesk		ADSK	46.44	43.13	-3.31	-7.13	139	0.20	0.46	51.13	28.88
NAS	Borland		BORL	8.69	8.97	0.28	3.24	-	0.00	0.00	12.19	5.88
NAS	Broderbund		BROD	23.50	18.25	-5.25	-22.34	-	0.00	0.00	37.75	17.75
NAS	Informix		IFMX	7.38	8.50	1.13	15.25	-	0.00	0.00	15.94	1.00
NAS	Macromedia	(H)	MACR	11.41	14.88	3.47	30.41	-	0.00	0.00	14.88	6.50
NAS	Microsoft	(H)	MSFT	80.06	89.50	9.44	11.79	61	0.00	0.00	90.94	44.88
NAS	Novell		NOVL	10.75	10.72	-0.03	-0.29	-	0.00	0.00	11.13	6.28
NAS	Oracle		ORCL	25.31	31.56	6.25	24.69	42	0.00	0.00	42.13	17.75
NAS	Symantec	(H)	SYMC	24.00	26.94	2.94	12.24	23	0.00	0.00	29.50	12.00
	HARDWARE											
NAS	Apple		AAPL	24.06	27.50	3.44	14.29	-	0.00	0.00	29.56	12.75
NYS	Compaq		CPQ	27.13	25.88	-1.25	-4.61	22	0.10	0.39	39.75	14.25
NYS	Digital Equipment		DEC	51.75	52.25	0.50	0.97	33	0.00	0.00	62.63	25.00
NAS	Dell	(L)	DELL	65.94	67.75	1.81	2.75	53	0.00	0.00	71.94	16.56
NYS	Gateway 2000	(H)	GTW	37.63	46.75	9.13	24.25	67	0.00	0.00	48.75	19.38
NYS	Hewlett-Packard		HWP	61.94	63.38	1.44	2.32	22	0.60	0.95	72.94	48.13
NYS	IBM		IBM	98.94	103.88	4.94	4.99	17	0.80	0.77	113.50	63.63
NYS	Silicon Graphics		SGI	14.25	13.94	-0.31	-2.19	87	0.00	0.00	30.31	10.94
NAS	Sun Microsystems		SUNW	43.56	41.72	-1.84	-4.23	23	0.00	0.00	53.31	25.88
NYS	Tandy	(H)	TAN	43.50	47.00	3.50	8.05	29	0.40	0.85	48.88	24.38
NYS	Xerox	(H)	XRX	91.69	106.44	14.75	16.09	26	1.40	1.32	106.44	54.75
	CPUS											
NYS	Advanced Micro Devices		AMD	21.00	29.06	8.06	38.39	-	0.00	0.00	45.75	17.13
NYS	Cypress Semiconductor		CY	8.38	10.13	1.75	20.90	48	0.00	0.00	18.94	7.38
NAS	Intel		INTC	75.50	78.06	2.56	3.39	20	0.10	0.13	102.00	64.13
NYS	LSI Logic		LSI	22.31	25.25	2.94	13.17	23	0.00	0.00	46.88	18.63
NYS	Motorola	(L)	MOT	55.88	60.75	4.88	8.72	31	0.50	0.82	90.50	52.00
	COMMUNICATIONS											
NAS	3Com		COMS	35.31	35.94	0.63	1.77	58	0.00	0.00	59.69	24.00
NYS	AT&T	(H)	T	60.69	65.75	5.06	8.34	23	1.30	1.98	68.50	30.75
NYS	BellSouth Corp.	(H)	BLS	59.50	67.56	8.06	13.55	21	1.40	2.07	67.56	39.38
NAS	Cisco	(H)	CSCO	61.88	68.38	6.50	10.51	54	0.00	0.00	70.00	30.19
NAS	MCI	(H)	MCIC	46.56	49.50	2.94	6.31	-	0.10	0.20	50.81	27.31
NYS	Northern Telecom	(H)	NT	52.56	64.63	12.06	22.95	41	0.30	0.46	65.44	31.06
	INTERNET											
NAS	Earth Link	(H)	ELNK	48.75	56.44	7.69	15.77	-	0.00	0.00	58.44	8.63
NAS	Netscape		NSCP	19.19	18.19	-1.00	-5.21	-	0.00	0.00	49.50	14.88
NAS	Yahoo	(H)	YHOO	75.31	92.44	17.13	22.74	-	0.00	0.00	94.25	16.63
	MEDIA											
NYS	Disney		DIS	105.19	106.75	1.56	1.49	37	0.60	0.56	115.75	70.38
NAS	TCI	(H)	TCOMA	29.06	31.09	2.03	6.99	-	0.00	0.00	33.06	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	30
DECLINES	7
UNCHANGED	0
NEW HIGHS	14
NEW LOWS	2

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Yahoo	$ 17.13
LARGEST DOLLAR LOSER	Broderbund	$ -5.25
LARGEST PERCENTAGE GAINER	Advanced Micro Devices	38.39 %
LARGEST PERCENTAGE LOSER	Broderbund	-22.34 %

	CLOSE 03/05/98	CLOSE 03/31/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	11573.81	12466.06	892.25	7.71
DOW JONES INDUSTRIAL AVERAGE	8445.08	8799.81	354.73	4.20
STANDARD & POOR'S 500 INDEX	1035.08	1101.76	66.68	6.44
N.Y.S.E. COMPOSITE	540.31	572.78	32.47	6.01
NASDAQ COMPOSITE	1711.92	1835.66	123.74	7.23

CLOSING QUOTES FOR GRAPH

DATE	MICRO TIMES	DOW JONES
08/28/97	10650.13	7694.43
09/25/97	11081.52	7848.01
10/16/97	10985.85	7938.88
12/10/97	10922.72	7978.79
01/14/98	10813.86	7784.69
02/05/98	11808.05	8117.25
03/05/98	11573.81	8445.08
03/31/98	12466.06	8799.81

Source: Nordby International Inc. (*www.nordby.com*), Boulder, CO.
This information is based on sources believed to be reliable, and while extensive efforts are made to assure its accuracy, no guarantees can be made. Nordby International assumes no liability for any inaccuracies. For information on Nordby's customized financial research services, call (303)938-1877.

Investors continued to be bullish about the economy last month as the national indices galloped past one record high after another. When the books were closed on the monthly trading period and the buy orders were swept from the floor here is were the national indices stood: the Dow Jones Industrial Average posted a 4.20% gain, climbing 354.73 points, to a record close of 8799.81. The S&P 500's performance surpassed the Dow's as it rose 6.44%, or 66.68 points, to close at 1101.76.

The *MicroTimes* Stock Index led the assault on the record books last month, leading the national indices higher. Our index jumped 7.71%, or 892.25 points, to close the monthly trading period at 12466.06. In our index, advancers outpaced decliners by a 30-to-7 count, and fourteen companies reached annual highs versus two that fell to a 52-week low.

Turning To Stocks In The Accompanying Table

Software giant Microsoft notched another annual high, after the company surprised Wall Street with a forecast of stronger-than-expected earnings for the next two quarters. During last month's trading shares of the company hiked 11.79% higher to a closing price of $89.50 per share. "Microsoft obviously doesn't defy gravity, but it seems to come close," said Barry Randall, senior analyst at Dain Rauscher. Chief Financial Officer Greg Maffei said, "Microsoft earnings likely would exceed Wall Street expectations in the current fiscal third quarter and upcoming fourth quarter," although he warned that growth is slowing and the company faces challenges and increasingly difficult comparisons.

Gateway 2000 reported strong annual sales, resulting in the upward march of the company's stock. Shares of Gateway advanced 24.25% during the period, or $9.13 per share, to close at a price of $46.75. The company reported that sales in 1997 increased 25% to $6.29 billion from $5.04 billion in 1996. The increase in sales resulted from continued demand growth in the Americas and Asia Pacific markets, the acquisition of Advanced Logic Research, Inc., and the continued growth in sales of the Company's portable products.

Brøderbund Software reported a 22% increase in second-quarter earnings, but investors were apparently not impressed by the company's cost-cutting program as was evident by the -22.34% freefall of the company's stock price. Brøderbund's stock price retreated $5.25 per share to a price of $18.25, after the company announced that it was considering a cost-cutting program that could include job reductions. It said it was seeking to cut annual operating costs by about $5 million and would take a one-time pretax charge of about $2 million in the current quarter. ◆

—Ryan Reichenbach
Production Manager
Nordby International, Inc.
(*Rreich@nordby.com*)

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P5-200MMX 740
P-166MMX 720

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- Microsoft Mouse with Pad
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Pentium® II-266 Asus P2L97 ATX 1210
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- Built-in IDE/IO Controller (16550)
- PCI SVGA Card w/1MB, 64 Bit
- **14" SVGA .28 Non-Int Color Monitor**
- Mini Case with 230W PS
- FCC 101 Keyboard
- Mouse with Pad

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Since 1994

Addonics' Portable CD-ROM Drive

An Easy Way To Add A CD-ROM To Your Notebook

By Ed Kahn

The Pocket CD is lightweight and small—weighing a mere 15 oz. and measuring only slightly larger than a couple of CD jewel boxes stacked together.

CD-ROM drives have moved from the "accessory" class into the "must-have" category. Still, many older portables and some of the newer ones—especially the sub notebook offerings—come without this essential module. Fortunately, there are lots of ways of getting around that gaping hole. Addonics Technologies' new PCMCIA Pocket CD is one of the slickest solutions I have seen.

This Pocket CD, as its name implies, connects through a PC Card slot. If you are using Windows 95, simply slide the card into the PC Card slot and Windows will recognize that you have added a new piece of equipment and install the correct driver. If you are working under Windows 3.1, Windows for Workgroups, or OS/2 you will need to follow the software instructions that come with the Pocket CD. In any case, you will soon have your CD-ROM drive up and running. Addonics supplies a disk containing installation software and drivers for those systems that do not already have them. When I used the drive with a Windows 95 machine, I did not have to do anything other than plug the PC Card into the slot. I did not have to use the disk that came with the product.

The Pocket CD is lightweight and small—weighing a mere 15 oz. and measuring only slightly larger than a couple of CD jewel boxes stacked together. The drive is fast, running at 20x.

The beauty of the Pocket CD is its versatility. While its primary function is as a CD-ROM drive, it has the added value of working as a standalone audio CD player. When you carry a set of earphones, this little drive lets you listen to your favorite audio CDs when it is not in use on your computer.

The Pocket CD has three options for getting its power. When connected to the computer, it is powered though the PC Card interface. If, for some reason, the computer doesn't supply all of the necessary power, it will draw power from its own internal power supply, four rechargeable NiCd batteries. And finally, Addonics sells an AC power adapter ($12.50). This is great when you want to play audio CDs without drawing down the NiCd batteries, which will run the drive for up to four hours. Addonics has wisely chosen NiCd batteries that are widely used in cell phones and therefore readily available through cell phone retail channels. When the drive is connected to the computer the batteries automatically recharge.

To use the Pocket CD for standalone audio CD, simply unplug the drive from the computer and move a switch on the back to "audio on." At that point, it works much like any portable CD player. You insert the CD and push the play button on the top. There are five buttons: forward and backward to move track by track or rapidly within the track; play; pause; and increase or decrease the volume. It's that simple. A port on the back accepts earphones or external speakers. I ran the system through my PC Works speakers from Cambridge SoundWorks and was amazed at the sound. On the road, of course, earphones are your main option.

I like the Pocket CD a lot, but there were several confusing things when I tried to set it up. The system worked just as I anticipated when I used it as a CD-ROM drive. But the instructions did not let you know that the audio CD controls on the top of the drive are disabled when it is connected to the computer. In those situations, you would use the software controls that come with Windows or OS/2. Remember, this drive is designed primarily for CD-ROMs and it is simply an added feature that it works as a standalone CD player. I also suspect that some of the difficulty I had playing audio CDs was because the laptop I was connected to already had a CD-ROM drive. I think the volume control in the computer software wanted to control an internal speaker, not the speakers I had attached to the Pocket CD. It took a phone call to the technical support folks to figure out how the system was designed. It worked just as they engineered it to work.

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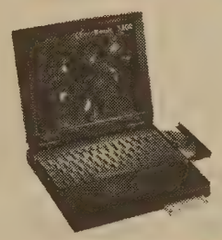

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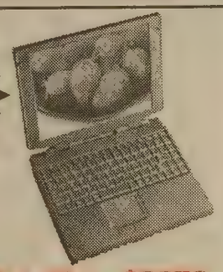

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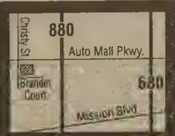

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Addonics also makes a version with a parallel port connection. I prefer the PC Card model because it draws its power directly from the host computer. The parallel port version relies either on AA batteries or the external power supply, but does not draw its power from the host computer. If you are using a portable computer without a CD-ROM drive, the Pocket CD is the perfect addition. It gives you full access to CD-ROM data or software and also doubles as a fine audio CD player when disconnected from the computer.

If you are using a portable computer without a CD-ROM drive, the Pocket CD is the perfect addition. It gives you full access to CD-ROM data or software and also doubles as a fine audio CD player when disconnected from the computer.

Addonics is part of the Acer group, so you know you are dealing with a company that will be around if you need support. Although I had not heard of Addonics before learning about its portable CD-ROM product. I am pleased to see that they have a range of other products designed for portable computers. I will be talking about some of them in coming months. The most exciting of their upcoming releases is a Zip drive that connects through a PC Card slot.

Resources:

Pocket CD, $279 (Parallel Port version, $199)
Addonics Technologies, Inc.
48434 Milmont Dr.
Fremont, CA 94538
1-800-787-8580

PC Works, $99.99
Cambridge SoundWorks
311 Needham St.
Newton, MA 02164
1-800-367-4434

Computer Of The Month

Sony's PCG-719C VAIO Notebook

The number of players offering notebook computers continues along with the capabilities of these computers. The latest entry is Sony. As we might expect, Sony's products are excellent and incorporate its strengths in audio and video products. Its new laptop line carries a fancy logo that says "VAIO," which stands for Video Audio Integrated Operation and that is just what this new notebook does. I evaluated the Sony PCG-719C VAIO notebook.

It does everything we might expect from a laptop—and then some. The basics system, in its lightest configuration, weighs about 5.3 lbs. Sony utilizes a modular construction so you can set things up just about any way you want, depending upon your needs. The 5.3 lbs. configuration leaves out both the CD-ROM drive and the floppy drive, stripping the system down to a hard drive and a single battery. The bay that holds either the CD-ROM or floppy drive can also hold a second lithium ion battery pack ($249.99), which gives you between four and nine hours of

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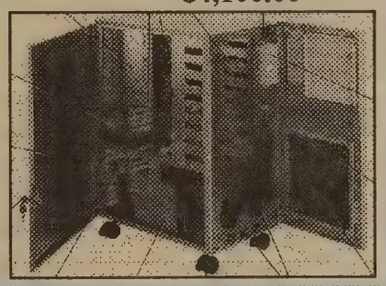

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ST39173N/W	9.1GB	7200RPM	8ms	$820/830
ST19171WD/WC	9.1GB	7200RPM	8ms	$950/870
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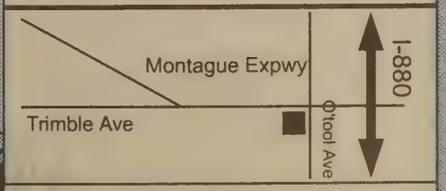

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The PCG-719C uses a Pentium 233MHz processor with MMX technology. Overall, it measures 11.8" x 9.5" x a slim 1.5", making it perfectly suited for real use on the road or at home. The keyboard is large enough to permit efficient touch typing. At home, nevertheless, you may prefer to use a standalone keyboard. Sony even offers one, although any PS/2 keyboard will do the job. The built-in touchpad works well. But if you prefer a mouse, you will have to choose between that and

a keyboard unless you choose a serial mouse or buy Sony's docking station ($299.99, a network version is also available, $599.99). The docking station lets you use both an external keyboard and a mouse at the same time. In addition, it holds a battery for recharging and has bays for the CD-ROM and floppy drive.

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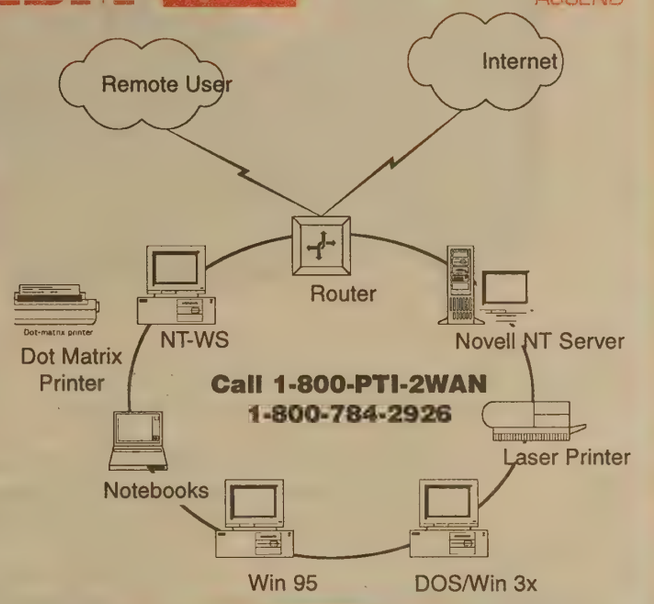

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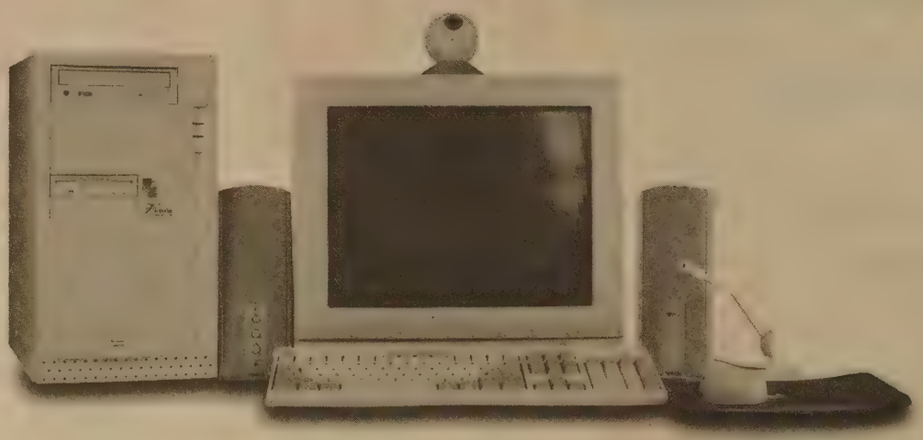

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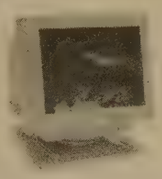

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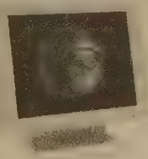

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continued from page 32

Sony, as we might expect, makes all of this even easier than usual by including a pair of earphones with a remote that lets you do all of the other things you need to do to control an audio CD. Sony also provides for installing external speakers if you want. The sound system that comes with the computer is Sound Blaster compatible.

There are two PC Card slots set up for Zoomed Video and CardBus support. The system has MPEG1 capability allowing full screen display of video. Sony's knowledge of the audio video business shows through in the design of this computer.

The PCG-179C VAIO notebook comes with an array of features that set it apart from the rest of the laptops on the market.

To round out the VAIO, Sony includes a 33.6Kbps fax/modem. While I like the fax/modem, I have reservations about selecting an internal design as this will make it difficult to upgrade the modem to a faster model as new options arrive. I prefer a removable modem or better yet a PC Card design that simply plugs in to one of the slots.

In addition to the serial and parallel ports, there is an infrared port. Infrared capability will become increasingly important as additional devices like digital cameras feature infrared ports. Sony offers a digital camera as well as a digital video recorder that can connect through the infrared port.

When I first turned on the computer, I was disturbed that whoever tested this particular computer before me had left gobs of software on the system. I like to see the computer as it comes from the factory. But I quickly discovered that indeed all of this software came from the factory. In addition to Windows 95, the VAIO comes with over two dozen applications—many of them are things you may actually want! The most unusual and interesting of the software items is the Sony Communications Center. This program lets you manage your telephone and fax operations. It works as an answering machine, with multiple mailboxes, fax manager, and phone dialer. It even offers a phone book module.

The PCG-179C VAIO notebook comes with an array of features that set it apart from the rest of the laptops on the market. If you are looking in the under $3000 price range, be sure to check this one out. The package is rounded out with an excellent warranty and 24 hour-a-day free technical support. ◆

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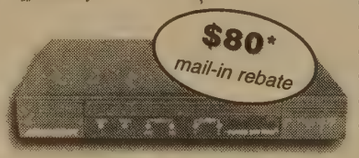

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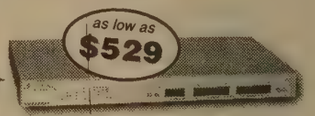

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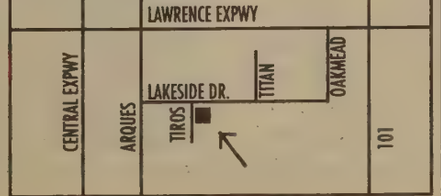

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Handhelds And Doodads

A New Column About Personal Electronic Devices

By Douglas J. Nakakihara

With the Palm III's new infrared beaming feature, the received file is automatically stored in the proper place on the receiver's unit. A special option allows a user to automatically transfer their business card information by pressing and holding the Address Book button.

Palm III with its new infrared beaming feature lets users share information wirelessly with other Palm IIIs.

Welcome to the very first installment of Info Appliance. Each month I hope to bring you interesting and exciting information about PDAs, pagers, mobile phones, and any other personal electronic doodad you can clip to your utility belt or put in your pocket.

Pilot Price Cuts

First off, Palm Computing, Inc. (a subsidiary of 3Com) has announced a price reduction on the PalmPilot Professional and Personal models to $299 ($369 previously) and $199 ($249 previously), respectively. They've also cut the price of the 1MB upgrade to $79 ($129 previously).

According to Dataquest, a worldwide leader in the market intelligence industry, the Pilot holds a staggering 66% share of the standard handheld computing market worldwide. Furthermore, there are reportedly over 5,000 software developers and over 150 developers producing hardware add-ons. With over 1.6 million PalmPilot devices sold, Palm Computing boasts that the platform is the fastest-adopted computing platform in history. These price cuts should go far to increase these numbers even further. In fact, analysts expect the installed base to be near 2.2 million by the end of the year.

But Wait, There's More

Normally, I would say that at these prices you need to run out and get one now; however, on the heels of these price cuts is the announcement of the release of the third-generation Pilot called the Palm III. This time around, there will only be a single model. Although it retains much of the functionality, there are some new features that have me salivating—particularly the infrared port.

The processor reportedly remains the same as that used in the PalmPilot. The back-lit screen is also unchanged. The case, however, is thinner and has rounder corners. The new case is also supposed to be more durable and sports a protective flip case. The stylus is now metal instead of plastic. (Gee, I'm gonna miss the old plastic ones. I loved chewing on them. They were real cheap too.)

Memory has been boosted all the way to 2MB! That's twice as much as the old Professional model. This is a welcome new feature. (Lately, I've had to be pretty selective as to which applications get the honor of being loaded on my Pilot—even with 1MB of memory.)

The new infrared (IR) beaming feature lets users share information wirelessly with other Palm IIIs. You simply select a file or application to be transferred and point the Palm III at another Palm III. The distance between the units needs to be one meter or less. The received file is automatically stored in the proper place on the receiver's unit. A special option allows a user to automatically transfer their business card information by pressing and holding the Address Book button.

This is such a cool feature. I just wish the beam traveled a longer distance. (I mean, my TV remote wouldn't be much good if it had to be a yard away from the TV.) It's kind of funny because some of my co-workers and I were just wishing we had IR capabilities to use during company meetings—sort of the adult equivalent of passing notes in school. I can't wait for the Palm III-to-Palm III games to start appearing and don't think that they won't be among the first apps taking advantage of this new feature.

Of course, copy protection will really become an issue with the new IR transferring ability. However, software developers can reportedly add a security option to their applications to restrict the transfer of applications.

Bundles Of Joy

Bundled with the Palm III will be a CD-ROM from MacMillan Digital Publishing, containing an assortment of third-party applications and utilities. This will include a financial calculator, world clock, Web channel manager, drawing application, conduits to leading desktop PIMs like Symantec ACT! and Microsoft Outlook 97, plus an assortment of games. My guess is that this is a collection of trial commercial applications, along with some shareware and freeware Pilot apps.

I'd look for some marked improvements to the built-in calendar, to do, and address applications,

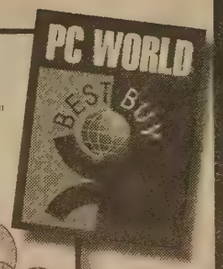
continued on page 42

Rave Reviews! Great Products! ★★★★

"Solid components, crisp monitor, good performance for its processor class"
PC World, December 1997

"Fast, good price for Pentium Pro-200MHz"
PC World, January 1997

"Under $2000, well-configured, lots of features..."
PC World, May 1996



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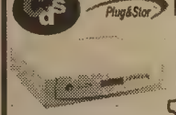

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1540DM-5/150MMX,16MB, 2.1GB HD, 20x, 33.6, DSTN	$1,999
1560DM-5/166MMX, 16MB, 3.1GB HD, 20x, 56, TFT	$2,079
4210T-5/233MMX, 32MB, 3GB HD, TFT	$3,519

TOSHIBA

440CDT-5/133MMX, 16MB, 1.44GB HD, 10x, 33.6, TFT	$2,009
470CDT 5/200MMX, 32MB 2GB HD, 16X, TFT	$2,655
520CDT-5/166MMX, 32MB, 2.1GB HD, 10x, 33.6, TFT	$2,699

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5SiNx, 24 ppm, 600 dpi, 40MHz RISC, NIC	$2,777
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Mitsumi 2 Button Mouse
Windows 95 Keyboard

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AMD K6-200 ..... $999
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333 MHz $1,909

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Toshiba 32X FAST IDE CD-ROM
Sound Blaster AWE 64 Wavetable
Altec-Lansing Spk. w/Bass Sub-Woofer
56K USRobotic Int. Data/Voice/Modem
1.44 Teac Floppy
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MS Windows 95 CD
MS Ergonomic Mouse
Windows 95 Keyboard
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300 MHz ..... $ 2,079
333 MHz ..... $ 2,179

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ViewSonic P775 17" 1600x1200 .25 Monitor
Toshiba 32X Fast IDE CD-ROM
Built-in Yamaha OPL3 Wavetable Synthesizer
Altec-Lansing Spk. w/Bass Sub-Woofer
56K USRobotic Int. Data/Voice/Modem
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MS Ergonomic Mouse
Windows 95 Keyboard

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300 MHz $2,098
333 MHz $2,199

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ViewSonic G790 19" 1600x1200 .26 Monitor
Toshiba 32X Fast SCSI CD-ROM
Built-in Yamaha OPL3 Wavetable Synthesizer
Altec-Lansing Spk. w/Bass Sub-Woofer
56K USRobotic Int. Data/Voice/Modem
1.44 Teac Floppy
Deluxe Medium ATX Case W/235 UL P.S.
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Windows 95 Keyboard

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300 MHz. $2,549
333 MHz. $2,649

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Intel DK440LX Dual Pentium II w/ethernet & Adaptec 7895	$ 489
Abit AX5, Intel 430TX, 512K Jumperless	$ 97
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Mitsumi 24X IDE	$ 63
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Yamaha CD-WRITER (R-6x, W-4x)	$ 415
Yamaha CD-REWRITABLE (R-6x, W-4x) SCSI / IDE	$ 469

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Stylus Photo Ink Jet	$299
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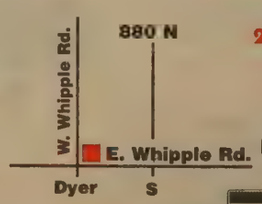

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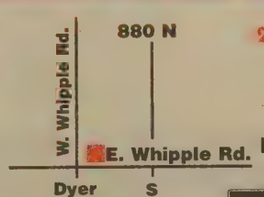

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VISA MasterCard DISCOVER ATM

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particularly on the desktop versions, and improved handwriting recognition.

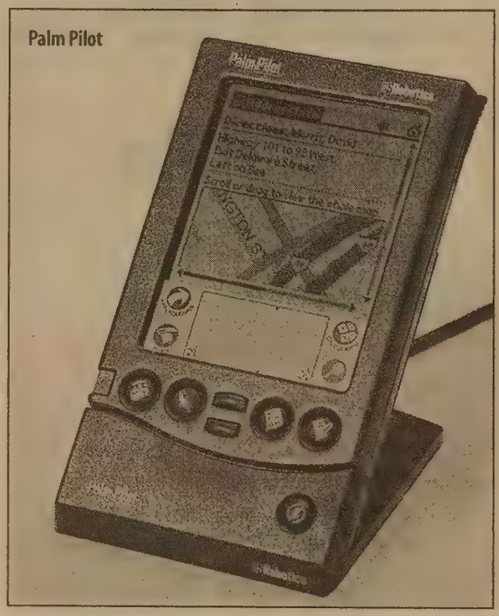
Mac Attack

It appears that 3Com is finally getting serious about Macintosh support. Previously, desktop-dependent PalmPilot functionality, like (hot sync) email and the expense tracking application, were not available to Mac users. A new upgrade to the currently available version 1.0 MacPac package, is expected to be ready this summer. This MacPac upgrade is being written specifically for the Macintosh OS and will provide an "extensible conduit architecture," whatever that means. This architecture will enable third-party companies to develop Mac-specific applications that seamlessly integrate and synchronize with any PalmPilot. A beta version of the SDK (software developer kit) is already available.

Pricing And Upgrading

The Palm III will have a suggested retail price of $399—$100 more than the former top-of-the-line PalmPilot Professional—and is expected to appear in stores in April.

There are two upgrade options available for



current Pilot owners, and they should cause some excitement. All registered users of the original Pilot 1000 and Pilot 5000 organizers, as well as the PalmPilot Personal and PalmPilot Professional Edition products, can upgrade to the new OS (version 3.0), 2MB of memory, and—are you ready for this—the infrared port. This gives all current Pilot users the full functionality of the new Palm III. Amazing!

The cost of the upgrade is expected to be around $129 and should be available this June. Additionally, all Pilot 1000 and Pilot 5000 owners who purchase the Palm III by June 1998 can trade in their old units and get $75 cash from 3Com. (For more info check out *http://palm.3com.com/newspromo/upgrade.html* .)

Incidentally, the Palm III is equipped with flash memory for software-only upgrades of the Palm OS software, eliminating the previous need to replace the memory card to upgrade the operating system.

My guess on the reasoning for the $75 trade-in allowance is the fact that the original Pilots (1000/5000) do not have the back-lit screen and their cases were supposedly more fragile. However, I'm sure Palm Computing is going to get a ton of mail from upset PalmPilot Personal/Professional owners also wanting the rebate. (It's not just the sleeker and more durable case. It's the bragging rights.)

Even with the new Palm III coming soon, now may be just the time to get your Pilot. At just

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EXB 8505	5-10 GB	$1227
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*EXB 8700	14 GB	$695
EXB 8900	20-40 GB	$2927
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ZIP 100	$8.90

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ADIC 1200	24-96 GB 4MM	$2497
EXB 10i	50 GB 8MM	$1990
EXB 10H	150 GB 8MM	$3697
DLT 4700	280 GB DLT	$7127
HP 20XT OPT.	20 GB	$2127

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Attention: Kalidor Users

- For those who purchased (or missed out!) on our offering of the Kalidor palmtop computers, please inquire at our Santa Clara store. Although the original new computers we had sold out very quickly, we have come up with a limited supply of refurbished units, as well as some accessories, like the parallel-port keyboards (above) and RAM modules.

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Diamond Multimedia Wavetable Sound Card

- Multi-interface for CD/ROM (Sony, Mitsumi, Pana., IDE)
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- Internal SCSI-2 CD-ROM port, microphone jack (mike not included), line-in & speaker jacks, joystick port
- Includes driver disks, instruction sheet
- OEM package (no box), 90-day HSC warranty

HSC#17035 **$29.95**

PCMCIA Device Corner

We present here a collection of PCMCIA items that we have accumulated (note - limited quantities!):

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- Turn your notebook into a GPS locator!
- Receiver is PCMCIA Type I card
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- Integral Peripherals Model 1882PA 85 MB drive
- Add Plug and Play storage to your notebook any time!
- New, OEM package (no box), 90-day warranty

$69.00

170MB PCMCIA Hard Disk Drive

- Integral Peripherals Model 8170E "Viper 170E" drive
- Add even more storage to your notebook!
- New, OEM package (no box), 90-day HSC warranty

$125.00

Flash RAM Mass Storage Modules

- These are not technically PCMCIA devices, but they are small modules that will enhance your notebook computer!
- SunDisk Solid-state Mass Storage modules behave like a hard disk with no moving parts...nothing to wear out!
- Non-mechanical storage means high speed, ruggedness!
- IDE-interface (2mm 44-pin-style), instruction sheet
- New pulls from custom systems -- DOS formatted

10.4MB Flashdrive **$65.00**
20.9MB Flashdrive **$95.00**
41.9MB Flashdrive **$175.00**

House that Equipment!

- Bargain on used, knee high 19" rack cabinets!
- 29.5" tall, with room for 21" of vertical instrument height
- 23.25" wide, and 30" front-to-back, textured black finish
- Made by AMCO Engineering
- Units are used, but in good shape
- Best if you pick up (cannot go UPS)
- Last time we had these at $149.00, and they went fast! Quantity discounts available.

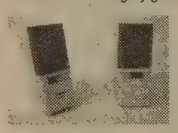
HSC# 17069 **$99.00**

Super Sounding Speakers!

Tired of the cheesy sound coming from those give-away speakers in your multimedia kit? Try upgrading to these sonic wonders...you'll have to hear them to appreciate the difference these will make without blowing your budget!

GNT2500 2-way Bass-Reflex speakers

- 3.5" woofer, 1" piezo tweeter
- 15W built-in amplifiers, 80W peak, 5.4W RMS
- 40 - 20,000 Hz, built-in SRS 3-D stereo
- Measure approx. 3.75" x 6.125" x 9.25" tall
- AC adaptor, audio cables included
- On-off switch, 3-D switch, tone & volume controls
- Attractive off-white finish with grey grille-cloth



HSC#16670 **$29.95**

GNT3000 3-way Bass-Reflex speakers

- 4" woofer, 2" midrange, 1" piezo tweeter
- 23W built-in amplifiers, 120W peak, 20W RMS
- 20 - 20,000 Hz, similar to GNT3500, but no SRS 3-D
- Measure approx. 6.25" x 6.5" x 9.75" tall
- AC adaptor, audio cables included
- On-off switch, bass, treble & volume controls
- Attractive off-white finish with grey grille-cloth

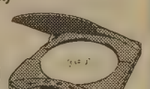
HSC#17085 **$39.95**

Absolute Last of the Red Hot Reno!

- Now at clearance price -- Media Vision *Reno*:
  - ✦Consists of new external Reno CD/ROM drive,docking bay with SCSI2 port, AC Adapter, cable kit, travel pouch, headphones
  - ✦ Late Model version Uses AC adaptor (included) or AA alkaline batteries (not included)
  - ✦ Double-speed 180mS drive is lightning fast!
  - ✦ Drive detaches from docking bay, use with headphones as a portable personal audio CD player
  - ✦ Great for Mac or IBM (adaptor bracket included)
  - ✦ SCSI Controller & software required for IBM use
  - ✦ Brand new, 90-day warranty

A.

Now - $59.00



Available Separately:
A. MacIntosh Powerbook SCSI Adapter (HDI-30 to 25-pin D connector) **HSC#15704 $12.50** if purchased alone, or with purchase of Reno Kit,**$5.00**

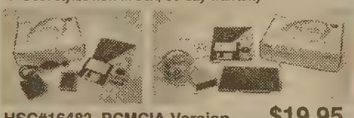
X-Windows Terminal!

- Tiny Axil/Hyundai X/11C smart terminal has big features!
- Connect to Ethernet (Coax or AUI), SLIP, or both!
- Built-in 10Base2 transceiver, 10Base5 AUI interface
- Uses a variety of protocols, TCP/IP, SLIP, TELNET, RARP, BOOTP, XDMCP, or PPP
- Comprehensive self-test and help menus for setup
- Requires 63.775KHz Horizontal, 67.9Hz Vertical (workstation-type) monitor, resolution is 1152 x 900
- RAM can be upgraded to 16MB (4MB SIMM included)
- New in box, includes 101-key keyboard, mouse, manual
- Measures 11.5" x 11" x 2", keyboard is 18" x 7"

HSC#17213 **$149.95**

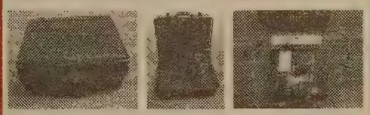
Infrared Connections!

- IBM "Options" series ISA-Bus and PCMCIA card adaptors will add industry standard infrared communications capability to your desktop PC (with ISA slots) or notebook computer! (Win95 instructions available on our website)
- Allows wireless connection to compatible notebooks, workstations, printers, and other peripherals supporting the Infrared Data Association (IrDA) standard.
- Also will emulate a COM port for cable-less hook-ups
- Communicates up to 115KBps, or up to 1.152MBps with the included TranXit Software.
- Operates over distances up to 3 meters (10 ft.)
- Includes Card, transceiver module, driver disk & book
- Both styles new in box, 90-day warranty



HSC#16483 PCMCIA Version **$19.95**
HSC#16813 ISA-Bus Version **$19.95**
Or a package deal...get both for **$29.95**

Briefcase of Goodies!



- These handsome hardshell cases were used to carry a laptop-computer estimating system (laptop not included)
- They accept a Compaq LTE laptop, and provide a SCSI port to connect a CD-ROM drive with battery back-up!
- Large Nicad pack has 10 D-size Sanyo Cadnica cells.
- Built-in charger and battery monitoring circuitry
- Tiny piggy-back PC board is a SCSI interface
- Case measures 18" x 14" x 7", with several compartments
- SCSI II to CEN50 SCSI cable, many great parts inside!
- Buy either the whole assembly, or just the component parts you are interested in! Used, 30 day warranty

HSC#17180 Complete Laptop Case **$49.95**
HSC#17182 Empty Hardshell Case **$29.95**
HSC#17181 Nicad Pack, 12.5VDC, 5AH **$17.50**
HSC#17179 SCSI II Cable, 1 ft. long **$12.50**

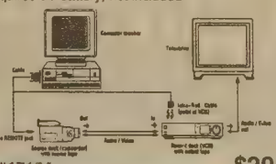
Extra-long Cord Outlets!

- Don't daisy-chain those outlet strips to get power where you need it! (The fire department doesn't approve!)
- Multi-outlet SG/Waber outlet strips have extra-long cords
- UL Approved, metal housings, 15 Amp circuit breaker
- Brand new, two lengths to choose from!
- Hurry, these won't last long, especially the 50-footers!

HSC#17172 **4-Outlet strip w/ 15' cord** **$9.95**
HSC#94148 **3-Outlet strip w/ 50' cord** **$17.50**

PC Videotape Editor!

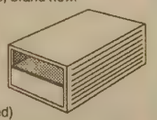
- Use your computer to edit your home videos!
- Delete footage, rearrange up to 99 scenes automatically!
- No expensive computer cards to install!
- Requires 386 or higher computer, Sony-type Control-L (LANC) source camcorder and a recording VCR with infra-red remote control with TV or video monitor.
- Unit consists of a cable to control the playback of your camcorder, and an infra-red transmitter to control VCR
- Plugs into parallel port of your computer -- no disassembly of your computer required!
- Includes software (Win 3.1 compatible) cables and manual
- New in box - 90 day warranty
- Requires 9V battery, not included



HSC#17154 **$29.95**

SCSI Drive Case Deal!

- Bargain case for 5.25" drives, brand new!
- 7" x 4.5" x 10.5" overall size
- 50-pin SCSI connectors
- SCSI ID switch
- 65W Power Supply
- Fan-cooled, uses standard IEC Power cord (not included)



HSC# 17130 5.25" SCSI Drive Case **$39.95**

Full CD-ROM / Sound Card Kit

- Diamond Multimedia 12X CD-ROM kit -- Full Bundle!
- 12X Mitsumi Internal IDE CD-ROM drive
- 32-voice Wave Table sound card, 3D Audio
- Installation video, manuals, driver software included
- Includes Myst, CorelDraw 4.0, several CD Games
- New in colorful retail box, 90-day warranty

HSC#17198 **$99.00**

Media Vision PCMCIA Sound!

- Great for Portables, Laptops with PCMCIA Slot
- External pod has joystick port, mic. input, line in & line out jacks, volume control.
- Installation software, instructions included
- Windows 3.x, Windows 95 compatible
- New in OEM packaging (no box), 90-day HSC warranty
- We had these before at $39.95 and they went fast!

HSC#17036 **$29.95**

Spill-Resistant Keyboard!

- Keypad has sheild to protect keyswitch & electronics.
- 101-key keyboard has standard QWERTY layout
- Coiled cord with standard 5-pin DIN connector
- Brand new, 90-day warranty
- Similar to illustration

HSC#17088 **$14.95**

Backup Tape Drive Deal!

- Connor CTM 420R-F 400MB tape drive
- Unit fits in 5.25" drive bay
- Uses commonly available DC2120XL tapes
- Connects to standard floppy interface
- Works directly with Windows 95 Backup utility
- Includes new Sony QW5122F QIC tape ($4.95 value!)
- New, OEM package, 90-day warranty

HSC#17161 **$29.95**

Visit HSC's Website!

- Pay us a virtual visit on the World Wide Web!
- Simply point your browser to *http://www.halted.com*
- Site is constantly being revised, please visit often!
- Check out the amazing "Gizmo of the Week" feature!

HSC Catalog online!

- That's right, get HSC's on the World-Wide Web!
- Simply go to www.halted.com and follow the big red link.
- Adobe .PDF files are available for download and viewing.
- Or drop on by and pick one up...we'd love to see you!

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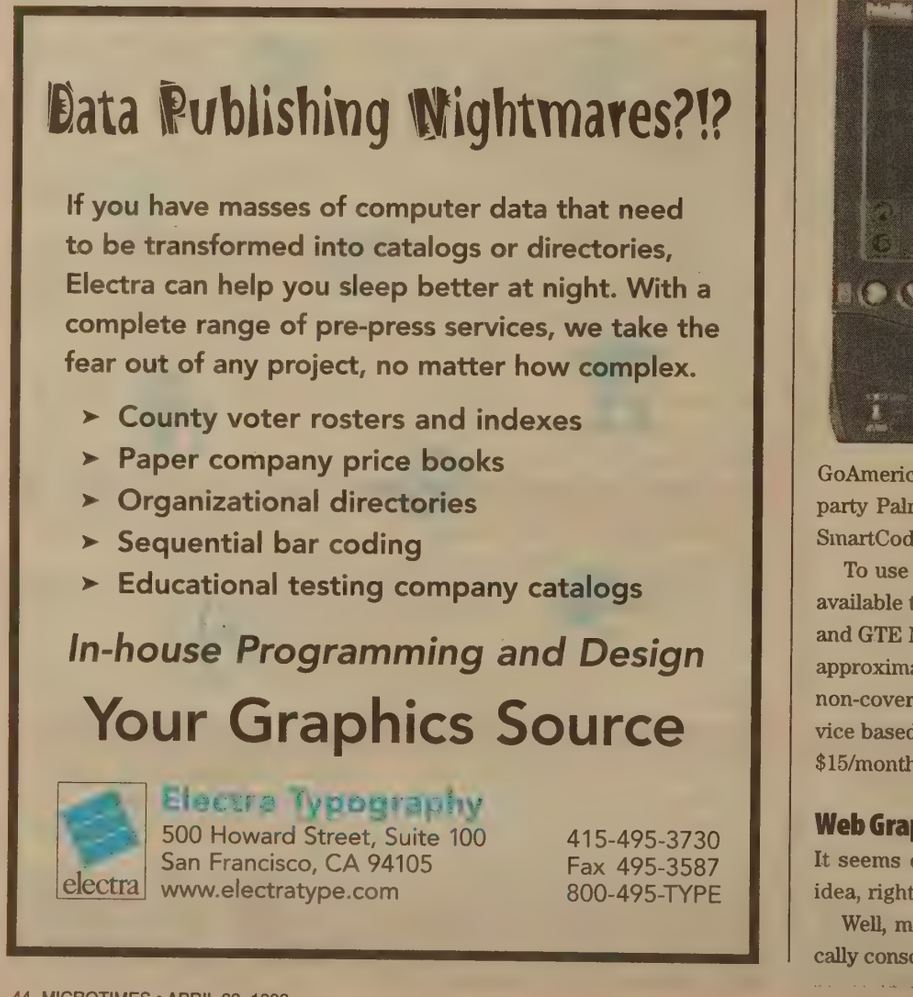
4837 Amber Ln., Sacramento, CA 95841 **(916) 338-2545** *FAX your orders to:*
5681 Redwood Dr., Rohnert Park, CA 94928 **(707) 585-7344** *(408) 732-6428*

Terms: Some quantities limited; all items subject to prior sale. **Minimum order: $10.00 plus shipping.** Orders under $20.00 subject to $2.00 handling fee, in addition to shipping. All orders shipped FOB Santa Clara, CA (this means you pay freight!) by UPS Surface (no P.O. Boxes) unless otherwise specified, in which case prevailing carrier rate plus $5.00 handling fee applies. Prepaid orders that don't include shipping charges will be shipped freight COD. There is a $4.75 UPS charge added to shipping charges for COD shipments. If you have questions about your order, please call Customer Service at (408) 732-1854 M-F 9AM to 5PM PST.


Data Publishing Nightmares?!?
If you have masses of computer data that need to be transformed into catalogs or directories, Electra can help you sleep better at night. With a complete range of pre-press services, we take the fear out of any project, no matter how complex.
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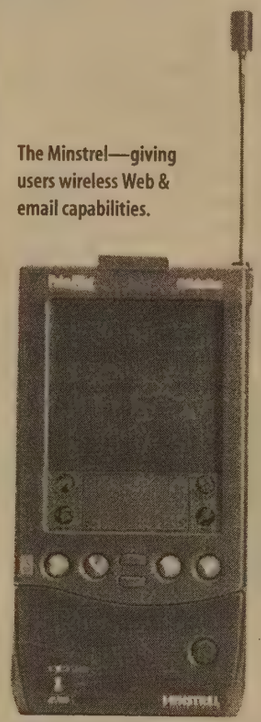
under $200, the Personal model looks like a great deal—particularly when you consider that you can always upgrade later to all of the new features, including IR. Once upgraded, you'll have the exact same unit as upgraded Professional models for $100 less! Of course, you should be able to pick up a used original model for, say, $80. Gee for around $200, you could end up with nearly the full functionality of the Palm III! The only real thing you give up is the back light (although that's a pretty big feature in my book). Food for thought, eh?

What's In A Name?

Ever since Microsoft announced that it had chosen the name Palm PC for a new line of handheld computers, there has been a lot of speculation as to what the makers of the PalmPilot were going to do. Well, the *New York Times* has reported that Palm Computing is suing Microsoft in Europe for trademark violations. Well duh!

I would be very surprised if Palm Computing was not successful in the suit—at least successful enough to get Microsoft to opt for a different name. Attorneys for a company I used to work for used to successfully oppose any proposed trademark registration that even sounded like the company's name.



The Minstrel—giving users wireless Web & email capabilities.

Wireless

By the time you read this, the Phoenix-based Novatel Wireless should be shipping a 19.2 Kbps wireless IP modem for the PalmPilot called the Minstrel. The Minstrel will give users true wireless Web and email access.

Wireless IP, also known as Cellular Digital Packet Data (CDPD) is a method of transmitting data in small packets of information over the existing cellular phone network. CDPD is a fully digital network overlay, providing all the benefits of digital service, including lower error rates and lower costs.

This $399 clip-on device adds about 1.5 inches to the length and one inch to the depth of the PalmPilot and weighs about eight ounces. It runs on six AAA batteries or you can use an AC adapter (of course, it won't be very wireless in the latter case).

Bundled with Minstrel is a text-only Web browser called Go.Web and a POP3 email client called Go.Mail, both developed by GoAmerica Communications. In addition, Minstrel will also work with third-party PalmPilot TCP/IP applications like HandStamp Pro and HandWeb by SmartCode, which I covered in *MicroTimes* Issue 176.

To use the Minstrel, you will also need a CDPD service account which is available through a variety of vendors, including GoAmerica, AT&T Wireless, and GTE Mobilnet. Not all areas have CDPD service, but it reportedly covers approximately 70% of the US business population. The most notable current non-coverage areas are Los Angeles and Atlanta. GoAmerica provides service based on a monthly amount of data received and sent. Plans range from $15/month to $100/month.

Web Graphics On A Handheld

It seems obvious that viewing Web pages on a handheld is a pretty silly idea, right?

Well, maybe not. AvantGo, Inc. has introduced a technology that automatically consolidates, compresses, transfers, and renders HTML pages for viewing

continued on page 188

BG COMPUTER

SPECIALIZING IN NETWORKING REPAIRS FOR ALL SIZE BUSINESSES

CORPORATE PO'S WELCOME!

UPGRADE SPECIAL

- Intel 430 TX chipset M/B with 512K cache
- Pentium® 166MHz MMX™ w/cooling fan
- 32MB 10ns SDRAM
- 2.1GB hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Acer 24X IDE CD-ROM drive
- S3 PCI SVGA card w/1MB RAM
- Acer 3D 16-bit sound card
- Mini tower case w/ 230W power supply
- 3-button serial mouse
- Win 95 105-key keyboard
- P60W multimedia speakers
- Parts only

$549

Pentium® 200MHz MMX $569
AMD K6 233MHz MMX $579

K6-233MMX SPECIAL

- Intel 430TX Chipset MB w/512K Cache
- 32MB SDRAM
- K6-233 MHz MMX w/ cooling fan
- Fujitsu 3.2GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44 MB floppy disk drive
- Acer 24X IDE CD-ROM drive
- S3 PCI SVGA card w/2MB
- Acer 3D FX 16-bit sound card
- Rockwell 56K fax modem w/voice
- Mid-tower case w/ 230W power supply
- Genius 2-button mouse
- Win 95 105 Keyboard
- Win 95 CD & Manual
- P60W Multimedia Speakers
- 1-year warranty on parts and 5-year labor
- 30-day FREE Internet account & email

$725

Pentium® 166MHz MMX $695
Pentium® 200MHz MMX $725
Pentium® 233MHz MMX $785

OFFICE SYSTEM SPECIAL

- Asus TX-97X 430TX chipset M/B with 512K cache w/USB Ports
- K6-233 MHz MMX w/ cooling fan
- 32MB SDRAM
- Fujitsu 3.2GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Acer 24X IDE CD-ROM drive
- ATI 3D Xpression +PCI SVGA card w/4MB SGRAM
- 16-bit Acer 3D FX sound card
- Rockwell 56K Flex fax modem w/ voice
- ATX mid tower case w/ 235W power supply
- NEC 2-button PS/2 mouse
- Win 95 105 keyboard
- P300W multimedia speakers
- Windows 95 CD & Manual
- Microsoft Office 97
- 1-year warranty on parts and 5-year on labor
- 30-day FREE Internet account & email

$989

Pentium® 200MHz MMX $989
Pentium® 233MHz MMX $1049

NOTEBOOK BLOWOUT SALE

- 12.1" DSTN Display
- Pentium® 200MHz MMX w/cooling fan
- 32MB EDO RAM (exp. 128MB)
- Removable 2.1GB hard disk drive
- Removable 1.44MB floppy disk drive
- Removable 20X IDE CD-ROM drive
- SVGA card with 2MB RAM
- 3D 16-bit audio on board
- 33.6K PCMCIA fax modem
- 1-Type III & 2-Type II PCMCIA slots
- NiMH Battery
- Track pad mouse
- Window 95 CD and manual

$1499

12.1" DSTN w/ P233MMX . . . $1599
12.1" TFT w/ P200MMX $1599
12.1" TFT w/ P233MMX $1699

PENTIUM® II SUPER SALE

- Genuine Intel AL440LX Motherboard w/AGP with onboard audio
- Pentium II 233MHz MMX
- Ballbearing cooling fan
- 32MB 10ns SDRAM
- Fujitsu 3.2GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Acer 24X IDE CD-ROM drive
- Diamond 3D 2000 with 2MB (upgradable to 4MB)
- ATX mid tower case w/235W power supply
- 2-button P/S2 mouse
- Win95 105-key keyboard
- P60W multimedia speakers
- Parts Only

$869

Pentium® II 266MHz. $969
Pentium® II 300MHz. $1120
Pentium® II 333MHz. $1195

PENTIUM® II OFFICE STATION

- Genuine Intel AL440LX Motherboard w/AGP with on board audio
- Pentium II 233MHz MMX w/cooling fan
- 64MB SDRAM
- Fujitsu 5.2GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Acer 24X IDE CD-ROM drive
- ATI 3D Xpression+SVGA card w/4MB SGRAM
- Yamaha onboard sound card
- Rockwell 56K Flex fax modem w/Voice
- ATX mid tower case w/235W power supply
- 2-button P/S2 mouse
- Win95 105-key keyboard
- 1-year warranty on parts and 5-year labor
- Windows 95 CD & Manual
- Microsoft Office 97
- P300W multimedia speakers

$1249

Pentium® II 266MHz MMX . . . $1349
Pentium® II 300MHz MMX . . . $1479

PENTIUM® II DVD SUPER STATION

- Genuine Intel AL440LX Motherboard w/AGP & onboard audio
- Pentium II 233MHz MMX w/cooling fan
- 64MB 10ns SDRAM
- Fujitsu 6.4GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Toshiba DVD CD-ROM drive
- Real Magic MPEG2 decoder card
- ATI Xpert@play w/ 4MB SGRAM
- Yamaha onboard sound card
- Diamond Supra 56K Flex fax modem w/ voice
- ATX mid tower case w/235W power supply
- 2-button P/S2 mouse
- Win95 105-key keyboard
- Altec Lansing ACS45 power cube w/ subwoofer
- Windows 95 CD & Manual
- 1-year warranty on parts and 5-year labor

$1459

Pentium® II 266MHz MMX . . . $1549
Pentium® II 300MHz MMX . . . $1689
Pentium® II 333MHz MMX . . . $1799

DUAL PENTIUM® II SERVER

- Genuine Intel AL440LX Motherboard w/2 AGP & on board audio
- Pentium® II 233MHz MMX w/ cooling fans
- 64MB SDRAM
- Fujitsu 6.4GB Ultra DMA IDE hard disk drive
- Mitsumi 1.44MB floppy disk drive
- Toshiba 24X CD-ROM drive
- Diamond Stealth 3D 2000 w/2MB PCI VGA card
- 3COM 3C905TX 10/100 Base T network card
- ATX mid-tower case w/230W power supply
- Microsoft 2-button P/S2 mouse
- Win95 105-key keyboard
- Window NT 4.0 Server with 5 user licenses
- 1-year warranty on parts and 5-year labor

$1385

Pentium® II 266MHz MMX... . . $1485
Pentium® II 300MHz MMX... . . $1625
Pentium® II 333MHz MMX $1699

MOTHERBOARDS

INTEL®
Atlanta AL 440LX Pentium II MB w/ audio . . . $179
Atlanta AL 440LX Pentium II MB w/out audio . . . $165
Dakota DK 440LX Dual Pentium II MB w/audio & SCSI . . . $475

ASUS
TX97-X 430TX w/ 512K . . . $135
P2L97 440LX chipset Pentium II MB (ATX) . . . $149
P2L97-S 440LX chipset Pentium II MB w/SCSI . . . $239
P2L97-D 440LX chipset Dual Pentium II MB . . . $309
P2L97-DS 440LX chipset Dual Pentium II MB w/ SCSI . . . $379

OTHERS
MB 430TX chipset w/512K . . . $79
MB 440LX chipset for PII . . . $129

CPU

INTEL®
Pentium® 166/200/233 MMX . $105/135/189
Pentium® II 233/266MHz . . . $259/349
Pentium® II 300/333MHz . . . $499/589

AMD
K6-200/233 MMX . . . $119/129
K6-266 MMX . . . $CALL
Ball Bearing Cooling Fan for Pentium/ AMD CPU . . . $8
Ball Bearing Cooling Fan for Pentium II CPU . . . $15

MEMORY

32MB 10NS SDRAM . . . $55
64MB 10NS SDRAM . . . $129
128MB 10NS SDRAM . . . $229
16MB 60NS EDO RAM . . . $29
32MB 60NS EDO RAM . . . $55

CD-ROM

Acer 24X CD ROM . . . $59
Toshiba 24X CD ROM . . . $69
Toshiba DVD Multimedia Kit . . . $259
Toshiba DVD-ROM (SDM1102)
Real Magic MPEG2 card
Toshiba 32X SCSI CD ROM . . . $105

FLOPPY DRIVE

Mitsumi 1.44MB Floppy Drive . . . $19
L/S 120MB floppy drive . . . $109

HARD DISK DRIVE

FUJITSU
MPB3032 3.2GB Ultra DMA . . . $145
MPB3043 4.3GB Ultra DMA . . . $179
MPB3052 5.2GB Ultra DMA . . . $195
MPB3064 6.4GB Ultra DMA . . . $219

VIDEO CARD

DIAMOND MULTIMEDIA
Stealth 3D 2000 Pro PCI 2/4MB . . . $53/69
Stealth 3D 4000 Pro PCI 2/4MB . . . $65/79
Stealth II 220 PCI 4MB . . . $94
Viper 330 AGP 4MB SGRAM . . . $139
Monster 3D . . . $119
Monster 3D II 8MB . . . $209
Fire GL 1000 Pro 8MB . . . $179

ATI
3D Xpression+PCI 2/4MB SGRAM . . . $68/79
Xpert@work 4/8MB AGP . . . $125/165
Xpert@play 4/8MB AGP . . . $159/182
All in Wonder Pro 4/8MB . . . $225/265

OTHERS
S3 chipset PCI SVGA w/ 2MB . . . $35

SOUND CARD

SoundBlaster 16-PNP . . . $39
SoundBlastrer AWE64 (value) . . . $79
Acer 3D FX 16-bit Sound card . . . $19

MODEM

USR X2 56K internal w/voice . . . $119
Diamond Supra 56K internal w/voice . . . $73
Rockwell 56K internal w/ voice . . . $65
Rockwell 33.6K internal w/ voice . . . $39

CASES

Mid Tower Case w/ 230W PS . . . $29
ATX Mid Tower case w/ 230W PS . . . $59
ATX Full Tower case w/230W PS . . . $89

KEYBOARD & MICE

Win95 105 Keyboard . . . $11
Keytronic Win95 keyboard . . . $18
Erogonomic Natural keyboard . . . $29
3-button serial mouse . . . $6
Genius 2-button netmouse . . . $10
NEC 2-button mouse . . . $10

SPEAKERS

ALTEC LANSING
ACS45 Power Cube w/ subwoofer . . . $72
ACS53 Computer SPK w/ subwf . . . $105

YAMAHA
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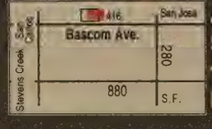

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New Telework And Teleworker Development System

Learning How To Select Individuals Who Are Ready To Change The Working Structure

By Robert Moskowitz

Corporate leaders are interested in finding a more scientific method for choosing the right people for the right jobs, identifying the individual's unique training and support needs, and delivering services targeted at those needs.

With approximately twelve million Americans currently telecommuting on a regular basis, and with telework widely forecast to be one of the fastest growing trends in the world of business management, HR professionals are going back to their drawing boards to find answers to such questions as:

1. How do you identify managers who are willing and able to make the changes needed to manage others at a distance?

2. How do you know in advance which employees will be successful working outside the organization's physical structures?

3. What criteria will ensure the best uses of human resources when project teams are formed and operated?

4. What types of compensation packages are most effective in non-traditional working situations?

Until the answers to these and other questions become a well-recognized part of the conventional wisdom, HR professionals will remain eager to discover proven methods that can take some of the guesswork out of handling telecommuters.

One of the most interesting bids in this market comes from TDS International, Inc. Formed as a partnership between two experienced management consultants and teachers, the company has collected extensive scientific and anecdotal data regarding people who are already experiencing the so-called "virtual workplace." They have used it to build a system to help HR professionals make more systematic decisions regarding how to build and manage a successful telecommuting program.

"Teleworking began as a bottom-up phenomenon in many companies," says Sandra Fox O'Hara, CEO/Managing Director of TDS International, Inc., a psychotherapist who has many years experience as a leadership consultant and trainer, "where individual employees and their managers negotiated a virtual alternative for a specific project." For many, this grassroots approach has been successful because a self-selected group volunteered for telecommuting and the managers were favorably disposed to it.

Now, however, corporations are responding to telecommuting's potential for higher productivity, improved utilization of resources, and reduced real estate and operational costs by implementing telework as part of their strategic plans. This forces telecommuting on less-than-superb candidates and less-than-enthusiastic managers. Given this level of investment, corporate leaders understandably want telecommuting to be more than just another short-lived management fad. That's why they're interested in finding a more scientific method for choosing the right people for the right jobs, identifying the individual's unique training and support needs, and delivering services targeted at those needs.

Designed to support precisely these kinds of choices, TDSI's telework development system (called the "Synetas Profiler") includes assessment tools specifically developed for selecting, training and supporting a successful telecommuting workforce.

The "Synetas Profiler" centers around an analysis of the employee in three critical areas:

1. His or her relationship to the organization and the manager, including a focus on career expectations, corporate affiliation, teleworking satisfaction and teleworking beliefs.

2. His or her work-life balance, which includes the integration of both personal and family/support system needs.

3. His or her personal resources, including self-direction/independence, self-management/personal boundaries, competition, problem-solving/decision-making, and life satisfaction.

TDSI then produces a report called the Telework Quotient, which covers these three areas.

Relationship With The Employer Organization

The teleworker's relationship with his or her employer organization is the traditional

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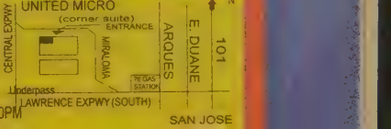

province of the Human Resource professional. But it becomes much more complex when the employee works at a remote site even just 10–20% of the time.

Managing this relationship successfully is not easy, but it's essential to a teleworker's long-term high performance. An effective manager of telecommuters must understand the individual employee's style, competence, and needs, and be able to design accountability structures to maximize that person's performance.

Managers in many companies are typically wary of teleworking. They are frequently concerned about being held responsible for the work of employees whom they do not see every day. But while this concern is certainly valid, it need not block the road to successful telecommuting. For example, one Human Resources Vice-President within a large corporation successfully manages his staff while teleworking between three states. He knows that with the proper training and support, almost anyone who is successful can adapt to the virtual workplace.

According to TDSI, a dissatisfied employee in the traditional workforce whose motivation is waning can be spotted quickly. But not so when the person is telecommuting. Most often, a drop in satisfaction, then motivation, and finally the decrease in performance that usually follows can sneak up on managers who are unprepared to monitor their telecommuters.

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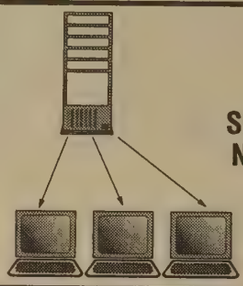

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The teleworker's relationship with his or her employer organization is the traditional province of the Human Resource professional. But it becomes much more complex when the employee works at a remote site even just 10–20% of the time.

That's why learning how to select individuals who are ready for this change in working structure, and discovering how to provide the necessary training so others can make this change, will provide a significant competitive advantage for companies. Investing in the human side of teleworking will help employees make the most of their personal resources, their work-life balances, and their relationships with the corporation—greatly influencing initial satisfaction, which in turn will favorably impact their motivation.

Work-Life Balance

Another predictor of long-term success as a telecommuter is the individual's ability to integrate work with personal life. The new or prospective teleworker is asked to assess the impact of this working arrangement on him- or herself, as well as on members of his or her family, friends, hobbies, and responsibilities.

The difficulty of being at home, yet being unavailable is a recurrent theme in teleworking households. Successful teleworkers achieve a work-life balance that contributes to telework success by anticipating these difficulties and setting up new patterns of relationships that effectively and satisfactorily balance the needs of all involved. The more successful teleworkers

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generally report that they have negotiated with their significant others regarding all the necessary changes, and have clearly defined the time, place, interruption parameters, and other boundaries of their work.

The concept of balance is important, because sustained satisfaction, motivation, and high performance arise not only from meeting the needs of the teleworker, but from meeting the needs and fulfilling the agendas of all the stakeholders involved at the teleworker's home (even the babies).

Personal Resources

These include the individual telecommuter's ability to manage needs, anxieties, and relationships; the ability to self-direct his or her effort and energy; skill in making decisions and solving problems while walking the fine line between information one already has and information one must obtain from others.

"The selection and training of managers is key to success," says Dr. Helen H. Solomons, the other principal of TDSI, an expert in managing others successfully from a distance, and the President and Founder of the European Women's Management Development Network, which held its first USA conference in Philadelphia in 1996, "although we hear much more about the training and support targeted at the employee level."

"The fact is," comments Solomons, "learning to manage from a distance involves a paradigm shift for managers, and making this transition begins by examining beliefs, habits, and anxieties in training before new skills can be developed."

A drop in satisfaction, then motivation, and finally the decrease in performance that usually follows can sneak up on managers who are unprepared to monitor their telecommuters.

To facilitate this paradigm shift, TDSI offers customized training modules to address the specific needs of individual managers and employees, as well as the various relationships between them. If you'd like to be part of the TDSI project at this early stage, contact Sandra Fox O'Hara by telephone at (610)430-3448 or 1-800-220-1365, or *sandra@tdsi-inc.com* .

"The goal is to avoid 'blanket training' where everyone gets everything, much of which is not needed and promptly forgotten," says O'Hara. Training is targeted to lend support to each person in his or her specific areas of need, helping them "hit the ground running" onto the virtual landscape.

Online Mentoring Services

To continue collecting anecdotal data, TDSI has established an email address *(VirtualZoo@tdsi-inc.com)* where telecommuting employees, managers, and their families can share their successes and dilemmas with other telecommuters. When asked, O'Hara offers some of these people advice via email, based on her expertise as a professor, consultant, mentor, and leadership coach.

O'Hara believes that families trying to reap the benefits of the technology without being consumed by it need help learning how to manage the healthy integration of virtual work with traditional family life. Becoming a telecommuter "is a time of re-learning and re-negotiating roles and expectations," O'Hara says.

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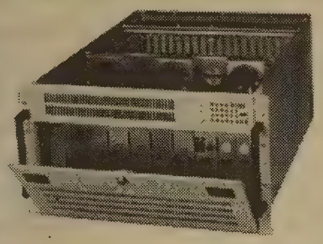

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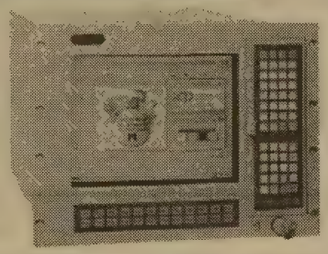

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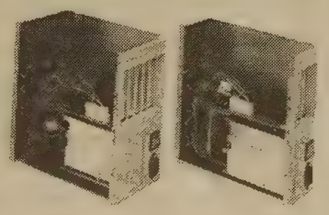

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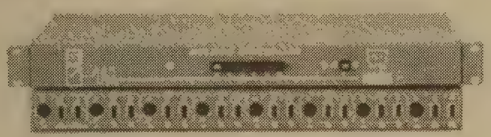

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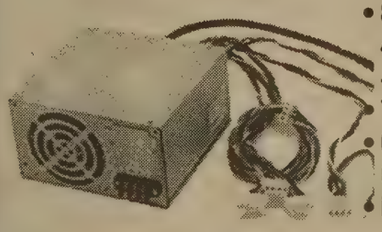

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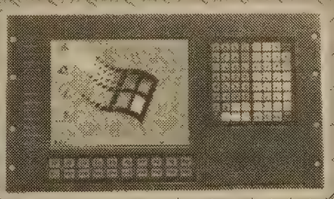

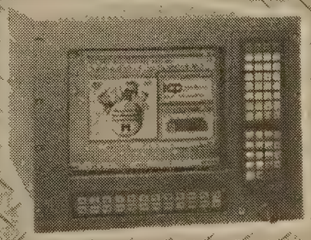

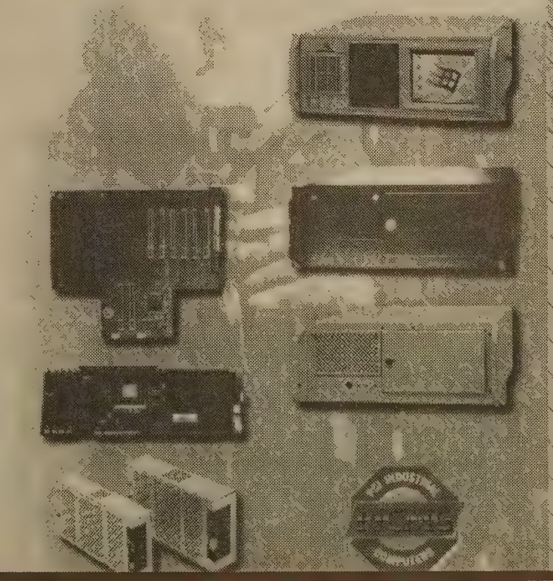

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CE Platform Compliant

VirtualZoo is the first online mentoring service for telecommuters that offers twenty-four-hour response time and up to four contacts per event. It's not therapy, nor chatting with a friend. But it can help telecommuters sort out the types of challenges faced in merging work, family and personal life through professional coaching from a leadership consultant, psychotherapist, trainer, and expert in the Human Resource issues affecting the remote workforce.

> "The selection and training of managers is key to success, although we hear much more about the training and support targeted at the employee level."
>
> ***—Dr. Helen H. Solomons, TDSI***

"Having a professional who is right there to listen and give practical suggestions to get through the tough spots is a terrific service to people," O'Hara says. "Just taking the time to write out the dilemma is the first step in dealing with the issues. Most people who contact the VirtualZoo are competent, bright, and highly-motivated people who love telecommuting, and they don't want to jeopardize the arrangement," O'Hara adds. "Having a confidential way to sort things out gives them the shot in the arm they need to make it work."

Sandra Fox O'Hara developed the VirtualZoo as an online extension of her mentoring practice, when she heard from remote workers about their varied struggles in setting up and maintaining successful home offices. VirtualZoo, a service of TDS International, Inc., is presently free of charge but will soon shift to a subscription basis for both corporations and individuals.

Stories From The VirtualZoo

Here, from the annals of "VirtualZoo," are two case histories:

At midnight on Tuesday, Greg Hunt was 2,000 miles from his boss and on another planet with regard to his wife. As one of America's 12 million telecommuters, he didn't know how to manage it all. The first 6 months had gone very well, but now things were piling up on him—demanding deadlines that required late nights, family stress, and exhaustion.

Clare Pietrella was in her first month of telecommuting. She had made the case to her manager and was the first at her company to leave the traditional office and join the remote workforce. But now she was under tremendous pressure—not from home or from her manager. It was coming from inside her. A compulsive worker, she needed everything precisely in order and going smoothly. Her anxiety about managing work and personal life in the same time and space, and pulling it off perfectly made it hard for her to sleep, even though she couldn't name one thing that was going wrong.

Both Greg and Clare went to their PCs at 1:00 am and sent messages to their telecommuting coach at VirtualZoo. By noon the next day, both had received responses that helped them sort through their issues, and try ways of dealing with their dilemmas.

Greg's first steps were to lay out all his impending activities on his calendar, then check with his boss about the work to be done, and talk over with his wife the activities looming on his home front. O'Hara advised him not only to start exercising again to rebuild his energy level, but to set absolute limits in terms of the time he would spend in the office and the time he would spend at home and also asleep. He also decided to renegotiate his roles and responsibilities at home, and to do this when he was fully rested and not feeling stretched to the breaking point.

O'Hara coached Clare to list everything that had gone well for her as a telecommuter, and also the things that had gone wrong. She also suggested that Clare talk with her manager about his expectations and how he would define success for her as she pioneered the telecommuting program. Looking at the reality of what was expected, along with how well things were actually going, turned out to be the beginning of Clare's relaxing into the new working paradigm.

> Families trying to reap the benefits of the technology without being consumed by it need help learning how to manage the healthy integration of virtual work with traditional family life.

Symantec Is Talking About Telecommuting

Symantec is continuing its push into the telecommuting market by sponsoring a one-day seminar that recently traveled to ten cities and helped bring the message of telecommuting benefits to the masses. The seminar offered corporate leaders—who can take responsibility for putting telecommuting into their organizations—opportunities to speak with some big names in the world of telecommuting consulting and expertise, and to learn about the latest telecommuting trends.

The "Keynote Speakers" rotated appearances at the different conference dates, so attendees could hear one of the following: Gil Gordon, a leading management consultant specializing in implementing telecommuting programs; Joanne H. Pratt, a consultant and futurist who helps organizations adopt new work patterns, including virtual office and telecommuting; or Jack Nilles, another consultant and author on telecommuting.

Topics covered included:

- Cost-benefit evaluations.
- Evaluating and maintaining a telecommuting effort.
- Issues of internet access and email.
- Planning and policy issues.
- Real-time collaboration across distances.
- Security issues.
- Selecting candidates for telecommuting.
- Setting up home-based workspaces.
- Supporting telecommuters across distances.
- Various software issues.

The one-day session ended with an exhibit of telecommuting technology.

So far, the show has been rolled out to single locations in Seattle, Boston, Toronto, Chicago, Santa Clara, Los Angeles, Washington D.C., New York, Atlanta, and Dallas during February and March.

To find out about future scheduled sites or for more details about the program's content, call Symantec at 1-800-257-2478. ◆

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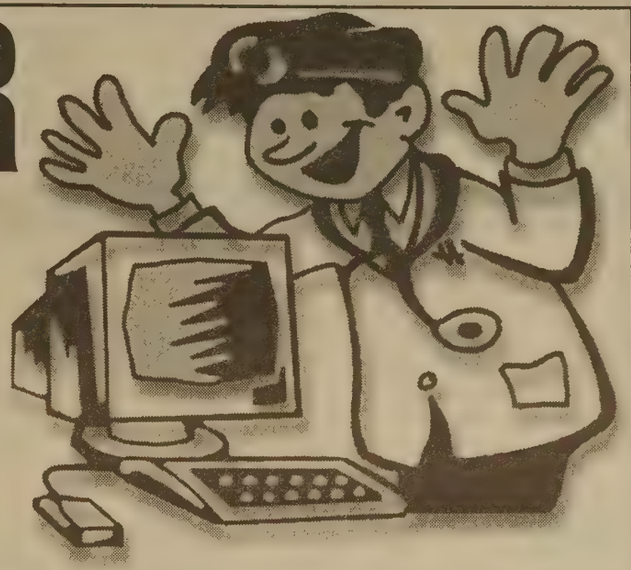

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The Graphics Subsystem

Display And Performance Issues

By Fabian Pascal

If a component fails to support your preferred mode, does not provide quality images, or slows down performance, excellence in the other components won't help.

This month's installment is devoted to the graphics subsystem, which consists of the following components:

- monitor
- graphics adapter
  - video chipset
  - RAM DAC
  - video RAM
- driver
- bus between graphics and processor subsystems

The system board and its chipset, which determines the bus type (PCI or AGP) and, thus, bus speed—also play a part. For a given system board and chipset, however, performance will vary with adapters and their drivers.

Aside from performance, quality of image also counts. Sharpness, brightness, stability, screen, and color resolutions are determined by the monitor and by the adapter's Digital to Analog Converter (RAM DAC) and amount of video RAM. Business graphics (2D) performance is determined by the adapter's chipset, video RAM type, bus type, speed, and driver. 3D graphics and video are separate matters beyond the scope of this series.

When configuring the graphics subsystem, you first need to establish your preferred mode of operation, then match components on it for best image quality and maximum performance. If a component fails to support your preferred mode, does not provide quality images, or slows down performance, excellence in the other components won't help.

Your Display Mode

A working mode is a combination of the following:

Screen resolution: The amount of content that can be displayed on the physical screen. The higher the resolution, the more can be displayed. Higher resolutions make working in windowed, multitasking environments more productive and convenient. But only to a point, because at a given screen size, increasing resolution also decreases the size of displayed items (text, windows, icons), which becomes a problem for your eyes. That's why smaller monitors don't even support such high resolutions.

You must establish the maximum resolution that you are comfortable with. With a 21" monitor screen, I reach my limit at about 1600 x 1200 (horizontal and vertical, respectively).

Refresh rate: The vertical frequency with which the screen is refreshed (image is updated) determines flicker. Too much flicker can tire you quickly and cause headaches. According to Eizo-Nanao's Bob Diaz "The 70Hz refresh rate is considered the start of what we call flicker-free. Research has shown that the higher the refresh rate, the better, so 75Hz is now considered the minimum and 85Hz ideal. At 100Hz there may be some very slight 'gain'; and if there is any above 100Hz, there is no proof."

Color resolution (or depth): The more colors are supported, the higher the quality of the screen image. More colors require higher amounts of video RAM, which increases price. Unless you are doing high-end, very sophisticated graphics work, such as CAD/CAE, 65,536 colors are sufficient for common business purposes.

Generally, performance will decrease when increasing resolution, refresh rate and color depth. Select a monitor/adapter/driver combination that offers high quality images in your preferred mode—the desired screen and color resolutions at the highest possible refresh rate within the 75–100Hz range—at high performance. My mode is 1600 x 1200 x 65K colors at minimum 75Hz and preferably 100Hz refresh.

Matching Components

Monitor specs include the maximum horizontal and vertical frequencies, beyond which it will not operate. The Eizo FX-E8's (see "System Specifics" sidebar) for example, are H:110KHz and V:160Hz. Resolutions beyond these upper limits will get you a "Signal out of Range" error message. Diaz suggests the following formula for a rough estimate of the maximum refresh rate supported for a preferred vertical resolution: Maximum horizontal fre-

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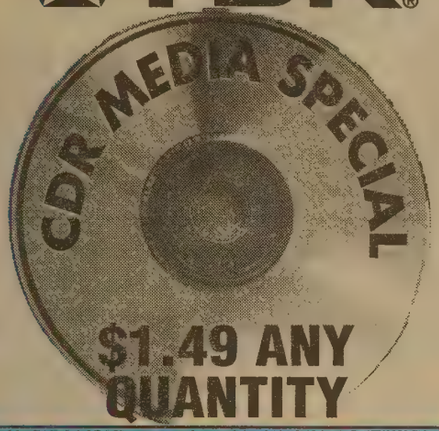

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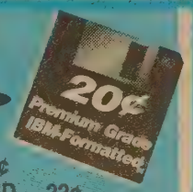

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quency divided by vertical resolution, with the result divided by 1.05, is approximately equal to maximum vertical frequency.

Given a monitor's maximum horizontal frequency (110,000Hz for the FX-E8) and a preferred vertical resolution (mine is 1200), the estimated maximum vertical frequency (refresh rate) is 110,000/1200/1.05=87Hz, well below the monitor's upper limit of 160Hz and even above the more desirable 85Hz rate. Note that the preferred horizontal resolution (mine is 1600) has no bearing on the calculation.

For 1280 x 1024 the formula yields 136Hz for the FX-E8 (lower resolutions are supported at higher refresh rates). Thus, if the graphics adapter and its driver support your preferred resolution at a refresh rate too high for the monitor, or too low for your health (or results in poor performance), you may have to work at a lower resolution. Selection of a proper monitor/adapter/driver combination should be aimed at avoiding this.

Graphics adapter makers publish supported screen and color resolutions and refresh rates. Note very carefully, however, that a display mode of operation consists of combinations of these—which ones you actually get depends on the adapter's driver! Unless the driver supports your desired combination with good performance, the card's specs per-se do not mean much. The Diamond FireGL 1000 Pro card (see "System Specifications" sidebar), for example, supports screen resolutions of up to 1920 x 1280 and refresh rates of up to 120Hz, but only the following specific combinations are implemented by its NT driver at 65,536 color resolution:

640 x 480: 60, 75, 85, 100, 120Hz
800 x 600: 60, 75, 85, 100, 120Hz
1024 x 768: 60, 75, 85, 100, 120Hz
1152 x 864: 60, 75, 85, 100, 120Hz
1280 x 1024: 60, 75, 85, 100Hz
1600 x 1200: 60, 75, 85Hz
1600 x 1280: 60, 75, 80Hz
1920 x 1080: 60, 75Hz
1920 x 1200: 60, 70Hz

Thus, even though the FX-E8 monitor supports 1600 x 1200 x 65K colors at 87Hz, the maximum refresh rate available at that resolution is only 85Hz. This is still OK, but other adapters/drivers may have more severe limitations. For example, some cards offer 60Hz, 72Hz, 75Hz and 100Hz, but not the 75Hz, 85Hz, and 95Hz key rates, which may force you into a lower rate than the maximum supported the monitor, and is undesirable healthwise. Indeed, it turns out that 1920 x 1280 is actually quite acceptable with the FX-E8 (see below), but even though the formula yields 82Hz, the FireGL NT driver supports this resolution at maximum 70Hz, below the minimally advocated rate of 75Hz!

Diaz also raises the issue that "All graphics cards seem to use a little too much overhead in their timings, and the maximum refresh always seems to be about 90% to 98% of the correctly calculated maximum rate. This is less of a problem for rates for which there are VESA Standard Timings—60Hz, 70Hz, 72Hz, 75Hz, and 85Hz—which almost all card makers follow. But there are no published VESA standards for rates above 85Hz and the actual refresh rate can be even lower than 90% of the correct one. The bottom line is that it's all up to the card maker's design."

An incompatibility between the card/driver and monitor can even result in a mode which is theoretically supported by both, but does not

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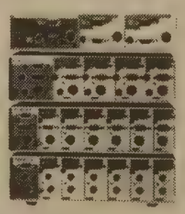	CAS221	2-Port PS/2 & AT	$159
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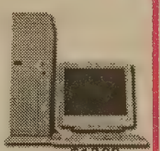

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work in practice. Nadeem Muhammed, a Diamond engineer, argues that "Without a detailed investigation, it is not always obvious why any given mode is not offered, or supported correctly in a given card/monitor combination. Many monitors have very conservative timing data, which do not push them to their maximum capablities. For example, I am unable to select any mode over 1152 x 870 for an Eizo FX-C5, unless I force the use of some alternative monitor setting."

Hence the need for careful matching of quality components, particularly in high-end operation modes.

Performance

My first article in this series compared the PC system to a pipe, where the narrowest section determines overall throughput. This metaphor also applies to the subsystems, including graphics. As *Tom's Hardware Guide* explains, graphics data goes through four steps from the CPU to your monitor:

1. from bus to the graphics chipset
2. from chipset to video RAM
3. from video RAM to RAM DAC
4. from RAM DAC to monitor

and each of the steps can be a bottleneck.

Port vs. Bus

Performance in the first step is determined by the system board, its chipset and the type and speed of buses it supports. Most graphics cards are PCI devices. At the current system bus speed of 66MHz, the PCI 2.0 bus speed is half that, 33MHz, depending on how good the system board implementation is. This translates into a 133MB/sec transfer rate.

System boards have also started supporting the new, Accelerated Graphics Port (AGP) and AGP cards are already available. AGP is intended to speed up graphics performance in two ways:

- higher bandwidth than PCI, not shared with other devices
- better utilization of video RAM, by also using main memory for some graphics processing, and concurrent RAM access by CPU and video chipset

AGP is capable of four times the PCI throughput—528MB/sec—in its X2 mode (and even GB/sec in the forthcoming X4 mode); and because it is a port, not a bus supporting multiple devices, all the bandwidth is available exclusively to the graphics adapter. However, the maximum bandwidth of the current 66MHz system bus and SDRAM is also 528MB/sec, which means that the throughput of AGP in X2 mode (which some current cards don't even support!) can be sustained only by using all bandwidth for graphics operations and nothing else!

Since this is, of course, impossible, faster system bus and memory are necessary for AGP gains to materialize. Which is yet another important justification for the 100MHz system bus: with a 800MB/sec throughput, the forthcoming AGP version for the faster bus will be exploitable.

Some of the benefits from the use of main memory will accrue mainly to 3D graphics, but in any case, to take any advantage of this feature, support from the operating system is also required and it will only become available in NT 5.0 (you can use an AGP card under NT 4.0, even with an existing PCI driver—AGP is a PCI extension—but it will perform the same as a PCI card).

Video RAM, Chipset, And RAM DAC

Tom's Hardware Guide identifies the bottleneck in these two steps as "graphics memory lying in between two very busy devices—the graphics chipset and RAM DAC—and having to serve both all the time. The higher the screen and color resolutions, the more data is transferred from the video chipset to video RAM and the faster data must be read by the RAM DAC to send to the monitor. But with regular DRAM, the RAM DAC must wait for the chipset to finish."

There are three ways around this problem:

Dual ported video RAM: VRAM or WRAM memory which can be accessed simultaneously by both devices, which is more expensive than regular DRAM. WRAM is faster, yet cheaper than VRAM. Employing such memory allows for high color resolution/refresh rate combinations.

Wider video bus: The data path between video chipset, memory and RAM DAC went from 32-bit to 64-bit and now 128-bit for some cards. At least 4MB is needed to take full advantage of the latter (2MB for 64-bit cards).

Faster clock rate: SGRAM, a type of SDRAM, runs at 100MHz and 125MHz and 133MHz are contemplated.

Recommendations

For high quality images and to protect your health, if you can afford it, go for a high quality 21" monitor. For high resolutions, you also need to consider the monitor's dot pitch: The lower the pitch, the clearer the details. For example, my previous monitor, an older Nanao 21" model, had a .28mm pitch; switching to the .26mm pitch of the FX-E8 was a considerable improvement: It makes the details, particularly text, at 1600 x 1200 much clearer and easier on the eyes. Moreover, it makes even 1920 x 1280 acceptable, which the older monitor could not. This, however, comes at a price.

To ensure that it supports your preferred display mode, use the formula in reverse to calculate the horizontal frequency which the monitor must support for your desired vertical resolution and refresh rate combination, then verify that its specs are consistent with it. Thus, for my desired vertical resolution of 1600 at 100Hz refresh a monitor's horizontal frequency spec must be 114KHz or higher, well within the capabilities of the FX-E8.

Note: You may prefer a USB monitor, to take advantage of the simplicity and higher performance of the USB port on the system board. But you will have to wait for NT 5.0 to use any USB devices, as NT 4.0 does not support it. Eizo offers a USB hub for its non-USB monitors like the FX-E8, to preserves your rather considerable investment (more on USB in future articles).

A graphics adapter with a 128-bit data path and at least 8MB of SGRAM—with a good driver!—should get you high quality and performance at high resolutions and refresh rates. Since currently there isn't any advantage to AGP cards, and given the established support of PCI, lack of OS support for AGP, and the likelihood that the specs will change for the 100MHz system bus, stick to a PCI card until the faster systems and AGP implementations mature.

Make sure the card comes with a driver that supports your preferred display mode with good performance at a healthy refresh rate and, most importantly, test the mode for compatibility with the monitor (it would be nice if the driver allowed 1Hz increases in refresh rate, at least within the 75–100Hz range, but only one product used to allow for that).

The Diamond FireGL Pro is a 64-bit card with 8MB 100MHz SGRAM and a NT driver which supports 65K colors at 1600 x 1200 x 85Hz and is compatible with the Eizo FX-E8 monitor. For how it performs, stay tuned.

Slot 1 System

You can use the DisplayMate utility to test image quality and accuracy and tune your monitor/adapter combination for best results.

(I would like to thank Bob Diaz from Eizo and Bob Nelson from Diamond for their cooperation and help). ◆

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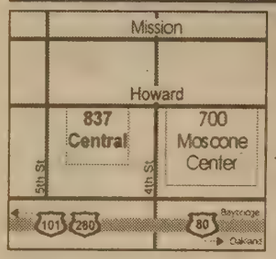

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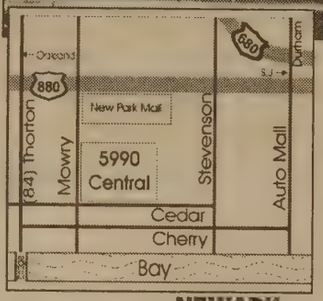

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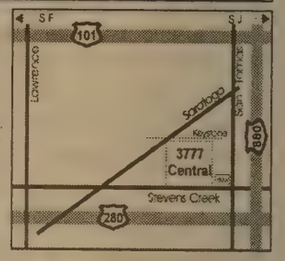

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- **32X** IDE CD-ROM Drive & Teac 1.44MB FDD
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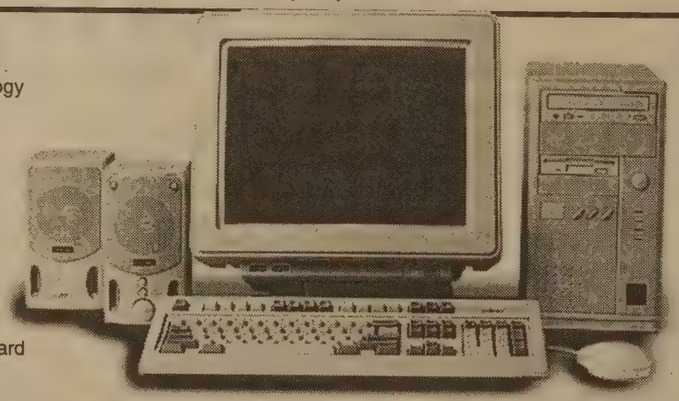
- Microsoft PS/2 Mouse
- ATX Mid-Tower Case w/ 230W Power Supply
- **2 Months of Free Internet Access with Sirius**



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Flat Screen, Non-Interlace, MPRII

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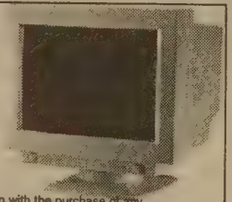

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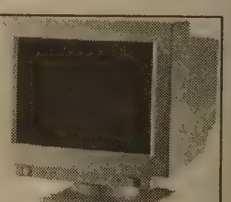

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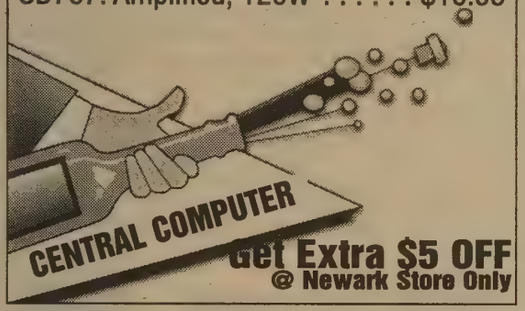

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NEC A500 15" $265
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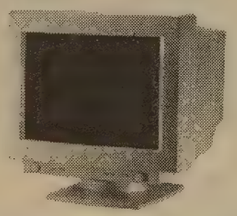

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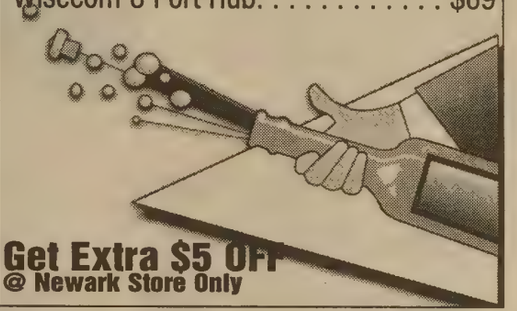

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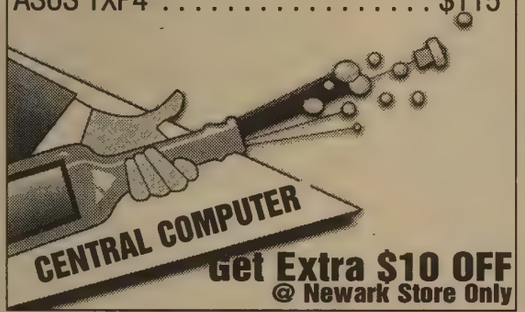

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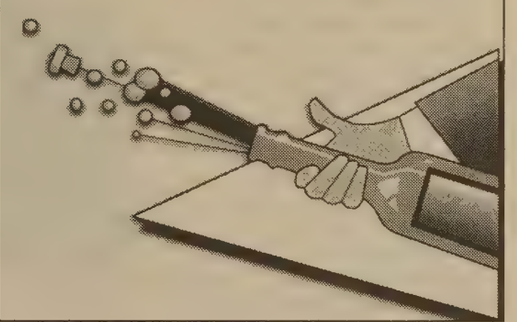

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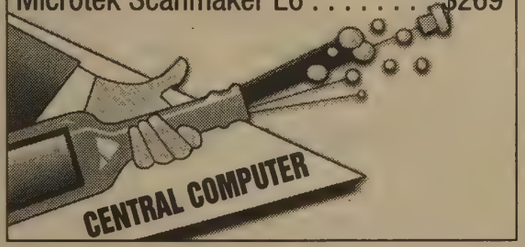
Microtek Scanmaker E6 . . . . . $269



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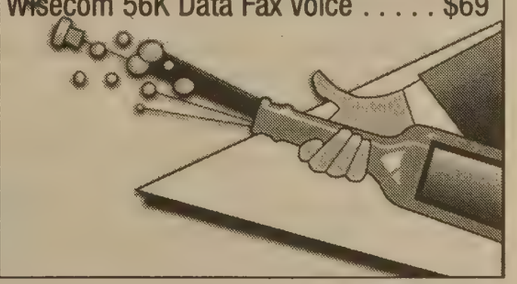
USR Sportster 56K Int/Voice Int . $145/159
Wisecom 56K Data Fax Voice $69



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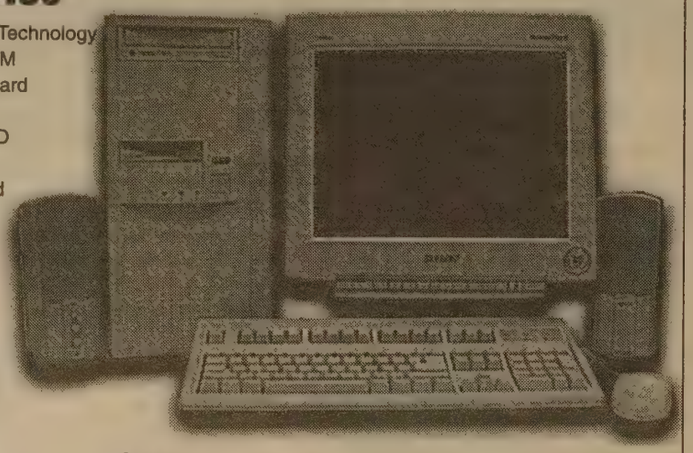
- SD693 Multimedia Speakers
- Mitsumi ZW Keyboard
- Microsoft Serial Mouse
- Mid-Tower Case (#3-IWG500)
- Microsoft Windows® 95 CD
- 33.6 Internal Fax/Modem
- Monitor not included
- 2 Months of Free Internet with Sirius



233MHz Pentium® MMX $829
200MHz Pentium® MMX $755
166MHz Pentium® MMX $729

TOSHIBA EQUIUM 7000S

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- 24X IDE CD Rom
- ATI 3D Rage Pro 2MB SGRAM
- Sound Blaster Pro compatible
- Intel EtherExpress 10/100 Lan Adapter
- PS/2 Keyboard & Mouse
- Microsoft Windows 95 OSR2
- Desktop Case
- 3 Year Manufacturer Warranty
- Monitor not included

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- *17" Toshiba Monitor $655*
- *USR 56k Modem Int $165*

266MHz Pentium MMX . . $1599

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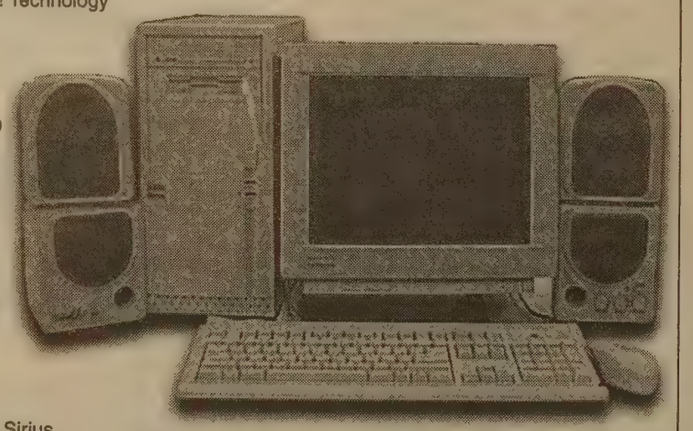
- ATI Xpert@Work 4MB AGP
- Western Digital 3.2GB UltraDMA HDD
- 32X max CD-ROM Drive & Teac 1.44MB FDD
- 56k Internal Fax/Modem
- ESS 16 IDE w/ Yamaha OPL-3 Sound
- SD737 Multimedia Speakers
- Keytronic PS/2 Keyboard
- Microsoft PS/2 Mouse
- ATX Mid-Tower Case w/ 230W Power Supply
- Microsoft Windows® 95 CD
- Monitor not included
- 2 Months of Free Internal Access with Sirius



266MHz Pentium® II $1265
233MHz Pentium® II $1155

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- **S3 Trio64-V2 2MB**
- PS/2 Keyboard & Mouse
- **Microsoft Windows 95 OSR2**
- **Microsoft Word**
- Mid Tower Case
- **3 Years Manufacturer Warranty**
- Monitor not included

Options:
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- *15" HP Monitor $325*
- *17" HP Monitor $599*
- *USR 56k Modem Int $165*

233MHz Pentium® MMX $1149

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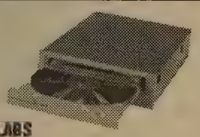
HARDWARE

1. CD DRIVES & SOUND



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- Sound Blaster 16 PnP (w/o IDE) ... 39
- Sound Blaster 64 AWE oem-/ Value Pak ... 69/95
- *Sound Blaster 64 AWE Gold ... *(145)*

MITSUMI
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- FX240S 24X IDE Int ... 69

NEC
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- CDR-1800 24X IDE Int oem ... 75
- CDR-1810 24X SCSI Int oem ... 99

PIONEER
- DR511 24X IDE Int ... 69
- DVD101 IDE Int ... 189
- DVD301 SCSI Int ... 279

PLEXTOR
- PX-32X SCSI Int (Caddy) ... 249
- PX-32X SCSI Int (Tray) ... 215

SONY
- CDU-611 24X IDE Int ... 75
- 32X IDE Int ... 85
- PRD-650 Portable 6X w. PCMCIA Kit ... 315

TEAC
- CD524E 24X IDE Int ... 75
- CD516S 16X SCSI Int ... 89
- CD532E 32X IDE Int ... 85

TOSHIBA
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- XM6102B 24X IDE Int ... 75
- XM6201 32X SCSI Int ... 105
- XM6202B 32X IDE Int ... 85

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- Multi-Sound Pinacle 20-bit / w. Digital I/O ... 375/425
- Pinacle Project Studio ... 475
- Tropez Sound 32 Voice ... 145
- Wave Table Sound 32 ... 99

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- ESS 16 IDE 3D Sound Card ... 25
- Gravis Ultrasound Plug & Play ... 135
- Gravis Ultrasound Pro, PnP ... 175
- J-Bond MF-719 Yamaha 3D 32 w. Midi ... 39
- *Television: Telesound EX16 IDE ... *(68)*

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- Artmedia 6X/2X/2X IDE Int ... 399
- Elektroson Gear CD Creator Software ... 95
- HP C7200i Rewritable 6X/2X Int ... 415
- HP C7200e Rewritable 6X/2X Ext ... 515
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- Ricoh 6X/2X SCSI Int / Ext ... 469/569
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- Sony Spressa 960 6X/2X SCSI Recordable ... 385
- Yamaha CDR-400 6X/4X Ext ... 569
- Yamaha CRW4001 EIDE Int, 6X Read, 4X Write, 2X Re-write ... 499
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- Labtec 1224 Space Server 3D Stereo (10W) ... 69
- *MLF-CP55 Mini Speakers (4W) ... *(4.99)*
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- GLi969: 3D, 380W, 20-20KHz ... 27
- *HM2: Headset w. volume control ... *(7.95)*
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- *MC1: Pocket Size Microphone ... *(4.95)*
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- MC2: Nicole Condencer Microphone ... 3.45
- SD202: Full Range Speakers, 180W ... 19.95
- *SD322: Sub-Woofer ... *(29.95)*
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- SD737: Amplified, 120W, 20-20KHz ... 16.95
- *SD880: Amplified Stereo Speakers 200W ... *(25)*
- SD922S: 3D Systems, 480W, w. Sub-Woofer ... 95
- SD969: Amplified, 380W, 20-20KHz ... 26.50
- *SD980: 3-way Speakers 180W ... *(35)*

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- #2: Baby Tower w. 230W Power ... 29
- #3: IWG500 Mid Tower w. 230W Power ... 59
- #4: Mid Tower w. 250W Power ... 39
- #5: CF-8502A Mid Tower, 250W, Open Side ... 69
- #6: GT212 Mid Tower, 250W, Open Side, 2 Fans ... 105
- #7: GT210 Mid Tower, 250W, Black ... 109
- #8: Full Tower, 250W, 2 Fans ... 85
- #9: CF-8501S Full Tower, 250W, Open Side ... 89
- #10: KS-A5561 Full Tower, 250W, Slide Open, 2 Fans ... 115
- #11: Full Tower, 300W, w. Wheels ... 149
- #12: GT312 Full Tower, 300W, Open Side, 2 Fans, 8 Bay Slots, PS/2 Power, White ... 149
- #15: Mid Tower w. IDE Mobile Rack ... 65
- #16: 701D Mini Tower w. 230W Power ... 39
- #17: 668A Full Tower w. 250W Power ... 69
- #18: 668B Mid Tower w. 250W Power ... 55
- #19: 668C Mini Tower w. 230W Power ... 39
- #20: Mini Tower w. 230W Power ... 47
- #A1: ATX CF-8502A Mid Tower, 235W, Open Side ... 75
- #A2: ATX Mini-mid Tower, 230W Power ... 79
- #A5: ATX CF-8501S Full Tower, 250W, Open Side ... 99
- #A6: ATX GT-232XC Mid Tower, 250W ... 119
- #A7: ATX GT-312 Full Tower, 250W ... 145
- #A8: ATX PC-268A Desktop, 235W ... 75
- #A9: ATX PC-968A Mid Tower, 235W ... 75
- #A10: ATX PC-768A Full Tower, 250W ... 99
- #A12: ATX 668B Mid Tower, 230W ... 79
- #A13: ATX 668A Full Tower, 250W ... 95
- #A14: ATX 1WQ500 Full Tower, 235W ... 99
- #A15: ATX Mid Tower, 230W ... 79
- #A16: ATX Mid Tower, 230W ... 65

HDD EXTERNAL CASING:
- CF731: 1 half ht SCSI, 50W ... 49
- CF751: 1 half ht SCSI, 50W ... 51
- CF732: 1 half ht SCSI-2, 50W ... 65
- CF733: 1 half ht SCSI-3, 50W ... 69
- CF7021: 2 half ht SCSI, 80W ... 75
- CF7022: 2 half ht SCSI-2, 80W ... 99
- CF7023: 2 half ht SCSI-3, 80W ... 105
- CF7041: 4 half ht SCSI, 200W ... 99
- CF7042: 4 half ht SCSI-2, 200W ... 125
- CF7043: 4 half ht SCSI-3, 200W ... 129
- CF7081: 8 half ht SCSI, 250W ... 195
- CF7083: 8 half ht SCSI-3, 250W ... 249
- CFCDO: CD-R IDE Parallel, 50W ... 59
- 1 half ht IDE Parallel 3.5", 50W ... 65

ANTEC
- KS-011+RPP3002: 19 Bay Server (9 front, 10 int. bay) 300W, Hot Swap + Redundant P/S, 2 Fans ... 529
- KS-011+RPT600: 19 Bay File Server (9 front, 10 int. bay) 300W, Redundant Vertical AT P/S, 2 Fans ... 459

SUPERMICRO
- 750A: Full Tower, 300W Power, ATX ... 195
- 750S: Full Tower w. 300W / 400W ... 189/225

OTHERS
- 6" Rackmount Cabinet, Black ... 1650
- 19" Industrial Rackmount Chassis (support standard AT motherboard) ... 285
- 19" Industrial Rackmount Chassis for ATX, 250W ... 339

3. CONTROLLERS

adaptec
- 2940U SCSI PCI w. Kit oem / reg ... 165/229
- 2940UW Ultra-Wide-SCSI PCI Kit oem / reg ... 185/279
- AAA-131 Raid Single Channel / CA ... 435/525
- AAA-133 Raid 3 Channel ... 635
- AHA3940 PCI Multi-Channel SCSI ... 399
- AHA3940UW Ultra-Wide-SCSI w. Kit ... 479
- APA1460A Slim PCMCIA SCSI ... 149
- APA1460B Slim PCMICA SCSI ... 165
- ASW-EZ SCSI 3.1 for Dos & Win ... 59
- ASW-EZ SCSI 4.0 for Win"95 ... 69

ASUS
- AS300UW SCSI PCI & 16-bit audio adapter ... 205
- SC200 SCSI-2 PCI w. NCR chips ... 79

COREL
- Corel SCSI Software v2.5 ... 85

DIAMOND
- *Fire Port 40 Ultra SCSI PCI ... *(139)*

HIGHPOINT
- Ultra DMA-33 PCI ... 65.99
- XStore MMX Accelerator CD ... 9.99

INITIO SALE
- INI-9100 SCSI PCI PnP ... 69
- *INI-9100U SCSI PCI Kit, 20Mb/s ... *(129)*
- *INI-9100UW Ultra-Wide SCSI PCI Kit ... *(169)*
- *INI-9200U Dual SCSI PCI ... *(215)*
- *INI-9200UW Dual Ultra-Wide SCSI PCI ... *(259)*
- *INI-9520U Dual SCSI + Ether Combo ... *(285)*
- *INI-9520UW Dual + Ether Combo ... *(335)*
- *INI-9400U Quad SCSI Ultra ... *(395)*
- *INI-9400UW Quad Ultra-Wide SCSI ... *(459)*

KOUWELL
- KW557A IDE/ 1.44/ 2S (FIFD)/ ECP/ 1G ... 22

LDP (LOMAS DATA)
- *Fast SCSI-2 PCI 10Mb/s ... *(99)*
- *Fast PCI 20, Ultra-Wide-SCSI 40Mb/s ... *(195)*

NEW MEDIA
- Basic SCSI DB25 PCMCIA ... 99
- Bustoaster SCSI-2 PCMCIA ... 165

SIIG (5YR. WARRANTY)
- CN2419 EIDE/ 4HD/ 2FD/ 16-bit ISA ... 49
- CN2420 EIDE/ 4HD/ 16-bit ISA ... 39
- CN2424 EIDE/ 4HD/ 2FD/ 2S 1P 1G/ 16550/ IEEE1284 ... 62

OTHERS
- PROMISE EIDE 2300+ IDE/ 4HD/ 2S 1P/ 16550 ... 59

4. CPU

AMD
- AMD-K6-200 w. Fan ... 115
- - Boxed version w. 3 yr warranty ... 135
- AMD-K6-233 w. Fan ... 165
- - Boxed version w. 3 yr warranty ... 169

CYRIX (W. FAN)
- 6x86MX-P166 / boxed version ... 99/119
- 6x86MX-P200 / boxed version ... 119/149

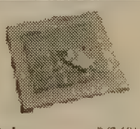
intel
- MMX-166Mhz Pentium* / w. 3 yr. warranty ... 109/119
- MMX-200Mhz Pentium* / w. 3 yr. warranty ... 135/155
- MMX-233Mhz Pentium* / w. 3 yr. warranty ... 205/229
- P54C-133Mhz Pentium* ... 89
- P54C-150Mhz Pentium* ... 105
- P54C-166Mhz Pentium* ... 105
- P54C-200Mhz Pentium* ... 135
- Pentium* Pro 150Mhz w. fan & 256k ... 179
- Pentium* Pro 180/200Mhz w. fan & 256k ... 179/479
- Pentium* II 233Mhz w. fan / 3 yr warranty ... 315/315
- Pentium* II 266Mhz w. fan / 3 yr warranty ... 425/425
- Pentium* II 300Mhz w. fan & 3 yr warranty ... 589
- Pentium* II 333Mhz w. fan & 3 yr warranty ... 679

OVERDRIVE®:
- Pentium* 133Mhz (fr P-60 / 66) ... 199
- Pentium* MMX166Mhz (fr P-100 / 133) ... 215
- Pentium* MMX180Mhz (fr P-90 / 120) ... 235
- Pentium* MMX200Mhz (fr P-100/ 133/ 166) ... 315

OTHERS
- Cooling Fan for 486 CPU ... 4.95
- Cooling Fan for Pentium* processor ... 6.95

EDIMAX CPU SWITCH:
- CAS221 VGA, Keyboard, Mouse for 2PC ... 145
- CAS421 for 4PC (AT & PS/2) ... 215
- CAS601 for 6PC AT only / PS/2 ... 235/236

5. DIGITIZER



SUMMASKETCH (CALCOMP)
- *III 12x12, 4 or 6 button Cursor or Stylus ... *(249)*
- III Pro 12x18, 4 button Cursor ... 465

WACOM
- *Art Pad II 4x5, w. Erasing Ultra Pen, PC ... *(129)*
- Art Pad II 4x5, w. Erasing Ultra Pen, MAC ... 139
- *Art Pad II 4x5, w. Painter, PC ... *(155)*
- *Art Z II 6x8, w. Erasing Ultra Pen, PC ... *(299)*
- *Art Z II 6x8, w. Fractal Expression, PC ... *(359)*
- Art Z II 6x8, w. Painter 5.0, PC ... 375
- Art Z II 6x8, for MAC ... 309
- Art Z II 12x12, w. Erasing Ultra Pen, PC ... 415
- Art Z II 12x12, for MAC ... 429
- Art Z II 12x12, w. Fractal Expression, PC ... 479
- *Art Z II 12x12, w. Painter 5.0, PC ... *(485)*
- Art Z II 12x18, w. Erasing Ultra Pen, PC ... 685
- CT-0405 Pen Partner w. Corel Print & Photohouse ... 95
- UC-520 4-button Pack ... 45
- UD-2 MAC Kit ... 45
- UP-201 Pressure Sensitive Stylus ... 49.95
- UP-701E Erasing Ultra Pen ... 64.95
- UP-801EW Erasing Ultra Pen† ... 69.95

6. DRIVES

One Year Warranty on All Disk Drives

FLOPPY DRIVE:

MITSUBISHI
- LS-120 120MB w. cartridge, 3.5" ... 129

TEAC
- 1.44MB 3.5"/ w. frame ... 25/29

HARD DRIVE:

FUJITSU
- MPA3026AT 2.6GB 10ms 128k IDE Ultra-DMA ... 155
- MPB3032AT 3.2GB 10ms 128k IDE Ultra-DMA ... 169
- MPB3043AT 4.3GB 10ms 128k IDE Ultra-DMA ... 195
- MPA3052AT 5.2GB 10ms 128k IDE Ultra-DMA ... 219

IBM*
- *DCAS-32160 2GB 8.5ms UW-SCSI, 5400rpm ... *(189)*
- *DCAS-34330 4.3GB 8.5ms UW-SCSI, 5400rpm ... *(285)*

KINGSTON
- PCMCIA 260/340MB IDE, type III ... 375/445

MAXTOR
- 88400D8 8.4GB 10ms IDE Ultra-DMA ... 339

Quantum SALE
(limit 1 per customer, while supplies last)
- ST32100SE-S 2GB 10ms 128k SCSI-2 ... 199
- ST32100SE-A 2.1GB 9.5ms 128k IDE Ultra-DMA ... 145
- ST33200SE-A 3.2GB 9.5ms 128k IDE Ultra-DMA ... 185
- ST34300SE-A 4.3GB 9.5ms 128k IDE Ultra-DMA ... 199
- ST36400SE-A 6.4GB 9.5ms 128k IDE, 5400rpm ... 279
- Atlas-2 2275S 2.1GB Ultra-Wide SCSI ... 199
- ST33200E 3.2GB 10ms 128k Ultra SCSI ... 255
- QM34320ST-S 4.3GB 10ms 128k Ultra SCSI ... 285
- Atlas-2 34550AL 4.5GB 8ms 512k UW-SCSI ... 459
- ST36400SE-S 6.4GB 10ms 128k Ultra SCSI ... 379

SAMSUNG
- WU32543A 2.5GB 10ms 128k IDE Ultra-DMA ... 145
- WU33205A 3.2GB 10ms 128k IDE Ultra-DMA ... 169

Seagate
- ST-32122A 2.1GB IDE DMA ... 135
- ST-33232A 3.2GB IDE DMA ... 169

* 5 year warranty for below drives *
- ST-32272N 2.2GB 9ms Ultra SCSI ... 329
- ST-32272W 2.2GB 9ms Ultra-Wide SCSI ... 349
- ST-34501W 4.5GB UW-SCSI, 10,000rpm ... 629
- ST-34572N 4.5GB 9ms Ultra SCSI ... 529
- ST-34572W 4.5GB 9ms Ultra-Wide SCSI ... 549
- ST-19101N 9GB Ultra SCSI, 10,000rpm ... 945
- ST-19101W 9GB UW-SCSI, 10,000rpm ... 975

*(sale price) . . . . . SPECIALS, limited to stock on hand
Prices subject to change without notice.

http://www.centralcomputer.com for current prices & catalog

ST-39173N 9GB Ultra SCSI, 7,200rpm 809
ST-39173W 9GB Ultra-Wide SCSI, 7,200rpm 819

TOSHIBA
MK2104MAV 2GB 13ms 128k IDE 2.5i 199
MK3205MAV 3.2GB 13ms 128k IDE 2.5i 299

Western Digital SALE
(limit 1 per customer, while supplies last)
AC23200 3.2GB 11ms 128k IDE 155

AC12100 2.1GB 12ms 128k IDE Ultra-DMA 145
AC24300 4.3GB 9.5ms IDE Ultra-DMA 189
AC35100 5.1GB 9.5ms IDE Ultra-DMA 235
AC36400 6.4GB 9.5ms IDE Ultra-DMA 269

* 5 yr warranty for below drives *
WDE2170 2.17GB 8ms 512k Ultra SCSI 349
WDE2170 2.17GB 8ms 512k Ultra-Wide SCSI 379
*WDE4360 4.3GB 8ms 1MB Ultra SCSI ..... *(485)*
*WDE4360 4.3GB 8ms 1MB Ultra-Wide SCSI ..... *(499)*

REMOVABLE DRIVE:

AVATAR ($50 REBATE)
Shark 250MB Portable Drive Parallel 235
Shark 250MB Cartridge Single 37.95

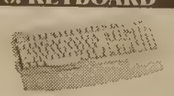
iomega
Jaz Disk 1GB - Single / 3-pk / 5-pk 79/235/389
*Jaz Drive 1GB SCSI Int / Ext ..... *(259/269)*
Jaz Traveller 45
Zip Disk 100MB - Single / 3-pk 12.50/36
- 6-pk / 10-pk ..... 70/(115)*
*Zip Drive 100MB Parallel ..... *(135)*
Zip Drive 100MB IDE Int oem 95
Zip Drive 100MB SCSI Int oem 115
*Zip Drive 100MB SCSI Ext ..... *(135)*
*Zip Drive 100 Plus (SCSI & Parallel) ..... *(169)*
Zip Zoom SCSI Accelerator Card for Ext 46

SYQUEST
Sparq 1GB IDE Int 189
SyJet 1.5GB IDE Int/Parallel 279/289
SyJet 1.5GB SCSI Int / Ext 279/289
1.5GB SyJet Cartridge 65

7. I/O CARD

ADDONICS (QUICKPATH)
Flexport 22EX 2S/ 2P/ 16650 95
Flexport 42 4S/ 2P/ Bi-Dir/ 16550 95
KOUWELL
KW508-E Single Parallel Port 12
KW524-J 2S/ 2P/ 16550 23
SIIG
Cyberpro 2S Highspeed w. 16650 55
Cyberpro 4S Highspeed w. 16650 85
IO1809 2S/ 1P/ 16550 39
IO1829 Cyber Single Serial PCI 55
IEEE 1284 EPP/ ECP/ Parallel Port 32
SOCKET COMMUNICATION
PCMCIA Serial I/O 16550 149
PCMCIA Dual Serial I/O 215
STB 4-COM
4S/ 16-bit/ 16550/ support Com 1-8, IRQ 99

8. KEYBOARD



FOCUS
FK2001 104 for Win'95 26
FK7200 104 Trackball 27
FK8200 124 Key w. calculator 42
FK9200W 124 Key w. trackball & calculator 45
KEYTRONIC
*104 Key - White / Black ..... *(24)139*
104 Key PS/2 26
104 Key PS/2 & AT Combo 28
104 Key Tag Along w. Mouse - White / Black 28/29
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*Natural Keyboard Elite PS/2 oem ..... *(44)*
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Minitouch 81 Key, Click 45
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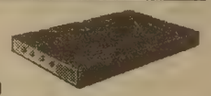
OTHERS
ANTEC 104 Key - White / Black 18/39
BTC 5100 Mini 80 Key 29
EZ 1000 Smart / EZ 9720 3D Smart 29/39
MAXI 101 Key 25
*MITSUMI 104 Model ZW ..... *(14.50)*

9. MEMORY

DRAM
256k x 4 - 70ns 3.50
DIMM
4 x 72 - 60ns, 168-pin (32MB) 89
8 x 72 - 60ns, 168-pin (64MB) 149
16 x 72 - 60ns, 168-pin (128MB) 299
Unbuffer SDRAM 2 x 64 - 10ns (16MB) 35
Unbuffer SDRAM 4 x 64 - 10ns (32MB) 59
Unbuffer SDRAM 8 x 64 - 10ns (64MB) 125
Unbuffer SDRAM 16 x 64 - 10ns (128MB) 249
SDRAM w/ECC 4 x 72 - 10ns (32MB) 79
SDRAM w/ECC 8 x 72 - 10ns (64MB) 149
SDRAM w/ECC 16 x 72 - 10ns (128MB) 299
SIMM
4 x 9 - 60ns, 30-pin (4MB) 19
1 x 36 - 60ns, 72-pin (4MB) 19
2 x 36 - 60ns, 72-pin (8MB) 35
4 x 36 - 60ns, 72-pin (16MB) 59
8 x 36 - 60ns, 72-pin (32MB) 109
16 x 36 - 60ns, 72-pin (64MB) 209
EDO 1 x 32 - 60ns (4MB) 10
EDO 2 x 32 - 60ns (8MB) 17
EDO 4 x 32 - 60ns (16MB) 35
EDO 8 x 32 - 60ns (32MB) 65
Non Parity 1 x 32 - 60ns (4MB) 10
Non Parity 2 x 32 - 60ns (8MB) 17
Non Parity 4 x 32 - 60ns (16MB) 35
Non Parity 8 x 32 - 60ns (32MB) 65
Non Parity 16 x 32 - 60ns (64MB) 169
NOTEBOOK MEMORY (3RD PARTY)
for Compaq Armada 4120/ 4130
- 8MB / 16MB / 32MB 55/79/139
for Compaq Contura 410C/ 420C/ 430C
- 4MB / 8MB / 16MB 45/55/85
for DEC HiNote VP535/ 545/ 567
- 8MB / 16MB / 32MB / 64MB 55/79/139/295
for HP Omnibook 5000C/ CT/ CTS/ 5500/ 5700
- 8MB / 16MB / 32MB / 64MB 59/85/139/299
for IBM Thinkpad 365X/ 560/ 760EX/ ED/ EL
- 8MB / 16MB / 32MB 65/135/185
for NEC Versa 6030X/ H
- 8MB / 16MB / 32MB 65/99/165
for Panasonic CF62EX/ 25EX
- 8MB / 16MB / 32MB 95/145/325
for TI TravelMate 6020/ 6030
- 8MB / 16MB 79/149
for Toshiba Libretto 50CT - 8MB / 16MB 65/179
for Toshiba T1900/ T4500/ T200CS
- 4MB / 8MB / 16MB 89/109/165
for Toshiba T2100 series
- 4MB / 8MB / 16MB / 24MB 45/59/85/145
for Toshiba Portege 300CDT - 16MB / 32MB .. 145/169
for Toshiba Portege 610CT
- 8MB / 16MB / 32MB 79/99/169
for Toshiba Portege 650/ 660CDT
- 8MB / 16MB / 32MB / 64MB 75/99/169/299
for Toshiba Satellite Pro 400
- 8MB / 16MB / 32MB 75/99/169
for Toshiba Tecra 500CDT
- 16MB / 32MB / 48MB 89/159/225
for Toshiba Tecra 700 - 32MB ..... *(235)
for Toshiba Tecra 710/ 720/ 730CDT
- 8MB / 16MB / 32MB / 64MB 89/130/249/315
PCMCIA FLASH RAM CARD
4MB/8MB/10MB/16MB/20MB .. 125/165/179/225/259
PRINTER MEMORY
for HP Laser II / IID - 1MB / 2MB / 4MB .. 69/89/175
for HP Laser III / IIIP / IIID
- 1MB / 2MB / 4MB 65/89/125
for HP Laser 4L - 1MB 49
for HP Laser 4 / 4M / 4Si / 1200C- 4MB / 8MB .. 35/59
for HP Laser 4+ / 4V / 5 / 5N / 5P / 5Si / 6P /
Color Laser 5 / Color Laser 5M / 1600C
- 4MB / 8MB / 16MB / 32MB 29/45/79/165
for HP Laser 5L / 6LXi - 4MB / 8MB 65/89
for HP Laser 4000
- 8MB/16MB/ 32MB 49/79/199

10. MODEMS & FAX



3COM (US ROBOTICS)
Courier I-Modem #U w. Analog Int / Ext 239/285
*Courier V.Everything 56k Int / Ext ..... *(215/245)*
*#839 Sportster v.34 33.6 Fax Ext ..... *(125)*
*#840 Sportster v.34 33.6 Fax Int oem / reg .... *(85/89)*
#1171 Sportster v.34 33.6 Fax/ Voice/ Mail/
Speaker Phone Int oem / reg 95/105
#1172 Sportster v.34 33.6 Fax/ Voice/ Mail/
Speaker Phone Ext 125
#1784 Sportster 56k w. Voice Ext 185
*#1785 Sportster 56k w. Voice Int oem / reg ... *(125)/159*
*#1786 Sportster 56k Ext ..... *(155) 165*
#1787 Sportster 56k Int oem / reg 119/145
#5686 Sportster 56k v.90 Ext 175
#5687 Sportster 56k v.90 Int 159
#9040 Sportster ISDN 128k Int 185
APOLLO
PCMCIA 56k w. AT&T chips 109

BOCA SALE
(5-in-1 multimedia)
*SE14SRS 14.4 Sound Expression Int ..... *(29)*
*SE34SRS 28.8 Sound Expression Int ..... *(49)*

CREATIVE LABS
Modem Blaster Flash 56k Voice, Speaker Phone Int . 125
DIAMOND
Supra Express 33.6 Fax PnP Int oem / reg 65/75
Supra Express 56k Fax PnP Int oem / reg 85/115
Supra Express 56k Fax PnP Ext 135
Hayes
*Accura 33.6 Fax Int / Ext ..... *(125/149)*
Accura 56k Int / Ext 159/179
Optima 33.6 v.34 Fax Int / Ext 189/199
*Optima 288 v.34 PCMCIA w. EZ jack ..... *(145)*
*PC288HC 28.8 v.34 Fax 230K DTE Int ..... *(195)*
*PC288MT 28.8 v.34 Fax Ext ..... *(149)*
*PM288HC 28.8 v.34 Int ..... *(69)*
PM336HC Int / PM336MT Ext 95/115
PM56HC Int / PM56MT Ext 145/165
JATON
Explorer 56k X2 Fax/ Voice/ Speaker Phone Int 79
MEGAHERTZ
*XJ1336 PCMCIA 33.6 Flash upgradable ..... *(175)*
*XJ1560 PCMCIA 56k ..... *(209) 215*
XJ2560 PCMCIA 56k 179
XJ4336M PCMCIA 33.6 cellular
w. Motorola cable 249
XJ4336 Cellular Capable 33.6 215
*XJ5560 Cellular Capable 56k ..... *(219) 235*
MICROCOM
*Deskporte 28.8P v.34 Fax Ext Parallel ..... *(125)*
*Deskporte 28.8S v.34 Fax Ext ..... *(95)*
Officeporte 33.6 Voice ASVD Ext 155

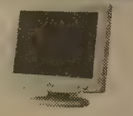
MOTOROLA SALE
BitSerfer #1749 Pro ISDN Multilink PPP Ext ..... *(299)
BitSerfer #1750 ISA ISDN ..... *(199)
BitSerfer #1994 Pro ISA for ISDN ..... *(298)
*BitSerfer Pro ISDN Easy Ext ..... *(275)*
*Modem Serfer 33.6 Int / Ext ..... *(75/95)*
*Modem Serfer 56k Int / Ext ..... *(94/109)*
NT1D Network Terminator 165
*Online Serfer 28.8 Fax Int / Ext ..... *(65/69)*
*Premier 33.6 Int / Ext ..... *(149/169)*
*Voice Serfer 33.6 Int / Ext ..... *(99/115)*
SIMPLE TECHNOLOGY
Communicator 56k PCMCIA Voice & Cellular 199

WISECOM SALE
(5 year warranty)
3314-JS3 33.6 Data Fax/ Voice Int (Rockwell) 49
3314-JS7 33.6 Data Fax/ Voice Int (Davidcom) 39
5614-JS3 56k Data Fax/ Voice Int (Rockwell) 69

XIRCOM
*CM-33 33.6 Fax PCMCIA ..... *(159)*
*CM-56G 56k PCMCIA Global Access ..... *(189)*
ZOOM (7 YR WARRANTY)
*#2805 33.6 Fax Int ..... *(95)*
#2818 56k Flex Comstar Int 135
#2819 56k Fax Int 115
*#2836 33.6 Fax Ext ..... *(105)*
#2849 56k Fax Ext 136

11. MONITORS

Monitors on Display
at our stores
for your comparison



Acer
*78iE 17"1600 x 1200 .26 NI ..... *(419)*
ARTMEDIA (SONY OEM)
*TX1664 15"1280 x 1024 .25 NI ..... *(289)*
TN1885 17"1600 x 1280 .25 NI 689
TX1864 17"1280 x 1024 .25 NI 549
TN2185T 20"1600 x 1200 .30 NI 1169
GT-960T 20"1600 x 1200 .25 NI 1329
CTX
*17XA 17"1600 x 1280 .25 NI ..... *(379)*
PR700 17"1280 x 1024 .25 AG 30-70khz 495
PR710 17"1600 x 1200 .25 AG 30-92khz 545
VL710 17"1600 x 1280 .26 30-92khz 375
EX800 20"1600 x 1280 .28 30-85khz 879
*EX900 21"1600 x 1280 .28 NI ..... *(985)*
DIGIVIEW
MVD1435 14"1024 x 768 .28 NI 139
MVD1510 15"1280 x 1024 .28 NI 195
MVD1707 17"1280 x 1024 .28 NI 345
MVD1709D 17"1600 x 1200 .25 NI 529
EIZO (NANAO)
*FX-C5 17"1280 x 1024 .26 NI ..... *(635)*
TX-C7S 17"1600 x 1200 .25, Trinitron 789
TX-D7S 20"1600 x 1280 .30 NI 1545
FX-E8 21"1600 x 1280 .26 NI 2045
HITACHI SuperScan*
*CM500U 15"Flat 1280 x 1024 .28 NI, 65hz ..... *(289)*
CM620U 17"Flat 1280 x 1024 .28 NI 545
*CM630U 17"Flat 1600 x 1200 .26 NI ..... *(585)*
*CM751 19"1600 x 1200 .26 NI, 75hz ..... *(855)*
*CM800U 21"1600 x 1200 .22 NI ..... *(1229)*
*CM802U 21"1600 x 1200 .22 NI ..... *(1299)*
*CM803U 21"1800 x 1440 .22 NI, 77hz ..... *(1545)*
IBM
G41T 14"Touch Screen Monitor .28 895
G50T 15"Touch Screen Monitor .28 985
G70 17"1280 x 1024 .28, 60hz, FST 785
G70T 17"Touch Screen Monitor .28 1465
P70 17"1600 x 1200 .26, 60hz 995
G200 20"1600 x 1200 .28, 60hz 1385
P200 20"1600 x 1280 .31, 60hz 1785
P201 20"1600 x 1200 .26mm, 85hz 2445

HYUNDAI SALE
(3 Year warranty)
MF-8515G 15"1280 x 1024 .28 NI 249
MF-8617E 17"1600 x 1200 .26 NI, 69hz 479
MT-9017E 17"1600 x 1200 .25 NI, 72hz 569
MF-8721 21"1800 x 1440 .22 NI, 74hz 1115
MT-9221E 21"1800 x 1440 .28 NI, 74hz 1125
S-901GT 19"1600 x 1200 .26mm NI 765
IMPRESSION
3 Plus 14"1024 x 768 .28 NI 149
5 Plus 15"1280 x 1024 .28 NI 199
7 Plus 17"1280 x 1024 .28 NI 355
Vienna Pro 17"1600 x 1280 .25 NI 549
MAG
*DJ702 17"1280 x 1024 .26 NI, 65hz ..... *(499)*
NEC
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*445Xi 21"1600 x 1200 .26 NI, TCO95 ..... *(1425)*
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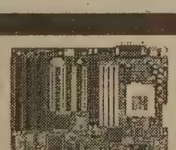

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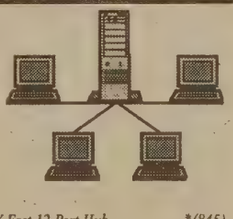

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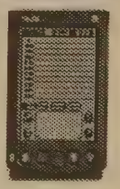

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TP770 (#9548-40U):
P-200MMX, 32MB, 3.2GB, 13.3" TFT, XGA, Win'95 .. 3769
TP770 (#95491AU):
P-233MMX, 32MB, 5.1GB, 14.1" TFT, Win'95 5199

POC

POC-Note 523: P-233MMX, 32MB, 3GB, 13.3" TFT ... 2325

PSION

Palmtop Series 5 w. 4MB / 8MB 529/635

SCEPTRE

S4500: P-166MMX, 16MB, 2GB, 12X CD, 33.6 modem, 12.1" TFT, Li-Ion 1435
S5500: MMO Tillamook PII-233, 16MB, 3GB, 20X CD, 13.3" TFT 2625

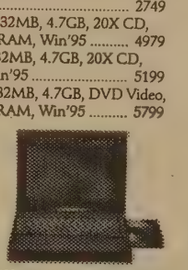
TATUNG

TNB-5600: P-166MMX, 32MB, 1.4GB, 33.6 modem, 12.1" TFT, Win'95, Li-Ion 1959

TOSHIBA

Libretto 70CT: P-120, 16MB, 1.58GB, 6.1" TFT, Win'95, Li-Ion 1699
Portege 300CT: P-133MMX, 32MB, 1.5GB, 10X CD, 33.6 modem, 10.4" TFT, Win'95 1995
- Multimedia Port Replicator (for 300CT) 435
*Portege 660CDT: P-150, 16MB, 1.35GB, 10X CD, 28.8 modem, 11.3" TFT ..... *(2035)*
Satellite Pro 440CDT: P-133MMX, 16MB, 1.4GB, 10X CD, 12.1" TFT 1699
Satellite Pro 440CDX: P-133MMX, 16MB, 1.35GB, 10X CD, 12.1" FSCAN 1370
Satellite Pro 460CDX: P-166, 32MB, 2GB, 10X CD, 12.1" FSCAN, Win'95, Li-Ion 1785
Satellite Pro 480CDT: P-233MMX, 32MB, 3.8GB, 10X CD, 33.6 modem, 12.1" TFT, Win'95 3485
*Tecra 520CDT: P-166MMX, 32MB, 2GB, 10X CD, modem, 12.1" TFT, Win'95 ..... *(2649)*
Tecra 530CDT: P-166MMX, 32MB, 2GB, 10X CD, modem, 12.1" TFT, XGA, Win'95 3145
Tecra 550CDT: P-266MMX, 32MB, 3.82GB, 20X CD, K56 modem, 12.1" TFT, XGA, Win'95 3925
Tecra 730XCDT: P-150MMX, 16MB, 2GB, 10X CD, 28.8 modem, 12.1" TFT, Win'95 1499
Tecra 740CDT: P-166MMX, 16MB, 3GB, 10X CD, 28.8 modem, 13.3" TFT 2749
Tecra 750CDM: P-233MMX, 32MB, 4.7GB, 20X CD, modem, 13.3" TFT, 4MB SGRAM, Win'95 4979
Tecra 750CDT: P-233MMX, 32MB, 4.7GB, 20X CD, modem, 13.3" TFT, XGA, Win'95 5199
Tecra 750DVD: P-233MMX, 32MB, 4.7GB, DVD Video, modem, 13.3" TFT, 4MB SGRAM, Win'95 5799

TWINHEAD



Slimnote 9T166CZ:
P-166MMX, 16MB, 2.1GB, 20X CD, 12.1" DSTN, Win'95, Ni-MH.....1419
Upgrades:- 16MB RAM 69
Slimnote 9T166TH: P-166MMX, 32MB, 2.1GB, 20X CD, 12.1" TFT, XGA, Win'95, NiMH 1879
Slimnote EX200TG: P-200, 32MB, 2.1GB, 20X CD, 1024x768, 13.3" TFT, 4MB VGA, Win'95, Li-Ion . 2410
Slimnote EX233TG: P-233, 32MB, 2.1GB, 20X CD, 1024x768, 13.3" TFT, 4MB VGA, Win'95, Li-Ion . 2570
Slimnote EX266TG: P-266MMX, 32MB, 2.1GB, 20X CD, 13.3" TFT, Win'95, Li-Ion 2685
Slimnote XL200TK: P-200, 32MB, 2.1GB, 20X CD, 14.2" TFT, XGA, Win'95 2585
Slimnote XL233TK: P-233, 32MB, 2.1GB, 20X CD, 14.2" TFT, XGA, Win'95 2729
Slimnote XL266TK: P-266MMX, 32MB, 2.1GB, 20X CD, 14.2" TFT, Win'95, Li-Ion 2859

OTHERS

Kensington: Deluxe Carrying Case 28.95
*Kensington: Saddle Bag ..... *(59.95)*
Kensington: Wet Suite for Palmtop 11.50
*Kensington Port: MicroSaver ..... *(35.95)*
Pacific Oversea: SB-510 Black Leather Case 13" 39
Pacific Oversea: SB-3301 Deluxe Leather Bag 65
Pacifict Oversea: SB-3302 Standard Leather Bag 55
Port: DEFCOM (motion sensor) 49
Targus: Leather Convertible Backpack (CLC-1) 89
*Targus: Notepad Case (CNO-1) ..... *(24.95)*
Targus: Notepad Plus (CNP-1) 45
Targus: Palmtop Case (CH50C) 69
Targus: Player Pad Case (23125) 49.95
Targus: Universal Carrying Case (CUN-1) 65

Workstations / Servers

EVEREX

P-233MMX, 32MB, 3GB, 24X CD, 56k modem, Keyboard, Mouse, Win'95 955

HEWLETT PACKARD

• MT=Tower •DT=Desktop

Brio/MT (D5831A): PII-233, 32MB, 4GB, 24X CD, Win'95 1515
Brio/MT (D5832A): PII-266, 32MB, 4GB, 24X CD, Win'95 1650
Brio/MT (D5833A): PII-266, 32MB, 8GB, 32X CD, 56k modem, Win'95 1820
Brio/MT (D5834A): PII-333, 64MB, 8GB, 32X CD, 56k modem, Win'95 2425
Brio/MT (D5845A): PII-233, 32MB, 4GB, 24X CD, 56k modem, Win'95 1569
Brio/MT (D6513A): PII-300, 32MB, 8GB, 32X CD, Win'95 1935
Kayak XA/MT (D4806N): PII-233, 32MB, 2.5GB, 24X CD, 10/100BT, Win NT 4.0 1779
Kayak XA/MT (D4808N): PII-266, 32MB, 4.3GB, 24X CD, 10/100BT, Win NT 4.0 1969
Kayak XA/MT (D6494N): PII-333, 64MB, 4.5GB SCSI, 24X CD, 10/100BT, Win NT 4.0 3145
Kayak XU/MT (D4691N): PII-266, 32MB, 2.1GB SCSI, 24X CD, 10/100BT, Win NT 4.0 3025
Kayak XU/MT (D4694N): PII-300 Dual, 64MB, 4.5GB SCSI, 24X CD, 10/100BT, Win NT 4.0 4529
Kayak XW/MT (D5507N): PII-300, 128MB, 24X CD, Dual 4.5GB Fast RAID, 10/100BT, Win NT 4.0... 7415

NETSERVERS:

E45/MT (D4974A): PII-233, 32MB, 512k, 4.2GB SCSI, 24X CD, 10/100 NIC 1965
E45/MT (D4976A): PII-266, 32MB, 512k, 4.2GB SCSI, 24X CD, 10/100 NIC 2179
LD Pro/MT (D4962A): Pro-200, 32MB, 256k, 2.1GB SCSI Hot-Swap, 12X CD, 10/100 NIC 3135
LH-Pro (D5956A): Pro-200, 128MB, 3x 4.2GB 8485
LH-II (D5974A): PII-266, 64MB, 3x 4.2GB 7055

IBM.

IntelliStation MPro2D-10U: PII-233, 32MB, 4.2GB, 24X CD, 10/100BT, Win NT 2839
IntelliStation MPro3D-12U: PII-300, 64MB, 6.4GB, 24X CD, 10/100BT, Win NT 3799
PC300PL-50U: P-233MMX, 32MB, 4.3GB, 24X CD, Win NT 2035
PC300XL-10U: PII-233, 32MB, 2.5GB, 16X CD, 10BT, Win NT 2065
PC300XL-51U: PII-266, 32MB, 4.2GB, 16X CD, 10BT, Win NT 2355
PC300XL-53U: PII-300, 32MB, 4.2GB, 16X CD, Win NT 2675

SERVERS (w/o OS):

325-PTW: PII-233, 32MB, 4.5GB UWSCSI 3285
330-PBO: PII-266, 64MB, 9.1GB UWSCSI 4950

TOSHIBA

• D=Desktop • M=Tower

Equium 5160D: P-166MMX, 32MB, 2GB, 12X CD, Win'95, 10/100 NIC 1275
Equium 5230D: P-233MMX, 32MB, 3GB, 24X CD, Win'95, 10/100 NIC 1545
Equium 6230D: PII-233, 32MB, 3GB, 24X CD, Win NT, 10/100 NIC 1810
Equium 6260M: PII-266, 32MB, 4GB, 16X CD, Win NT, 10/100 NIC 1999
Equium 7000D: PII-300, 32MB, 4GB, 24X, Win NT, NIC 1835

NO Returns, Only Satisfaction Warranty from Manufacturers.

**(sale price) ..... SPECIALS, limited to stock on hand*
Prices subject to change without notice.

http://www.centralcomputer.com for current prices & product catalog

Office Connect Ether 2P Printer Server ..... *(299)
Office Connect Ether 1 Line Fax Server 1195

CHEYENNE

Arc Serve 6.1 for Win - 5 to 25-user (netware) 435
Arc Serve 6.1 for Netware Enterprise 1095
Arc Serve 6.5 for Win NT 4.0 Single Server 415
Arc Serve 6.5 for Win NT 4.0 Enterprise 739
Arc Serve 6.5 for Win NT Workstation 99
Arc Serve for MAC - 5 / 20-user 159/309
Arc Solo Backup software for Dos / Win 119/118
Fax Server NLM 5.0:
- 5 / 10 / 25-user 355/639/999
Innocular for Netware Server 4.0 Unlimited ..... *(535)
Innocular for Win95 (Anti-Virus) 45
Innocular for Win NT Server 575
Innocular for Win NT add-on Arc Serve ..... *(279)
Innocular for Win NT Workstation Client 46

Cisco Systems

1528: Microhub 8 Port 10/100 479
CPA-762 ISDN BRI w. NT1 525
CPA-1604 Bridge w. NT1 1295
CPA-2501 Router 1 Ethernet 2 Serial 1695
Catalyst WS-C1900: 24TP, 2BTX ..... *(1399)

CNET

2000E+ ISA Combo PnP 27
8800TPC Hub (8TP + BNC) ..... *(65)
8816TPC Hub (16TP + BNC) ..... *(125)

DANPEX

2000PNP ISA Combo ..... *(17)
2900PT PCI RJ45 ..... *(15)
2900P2 PCI Combo ..... *(29)
3270 Emulation for PC / PS/2 ..... 175/195
5250 Emulation for PC / PS/2 ..... 199/235
6200P2 PCMCIA (type II), BNC + TP 79
9400P3 32-bit Combo PCI (DEC, full duplex) ..... *(45)
EN-500 5 Port Hub TP ..... *(39)
EN-1600 16 Port Hub R.M. ..... *(99)
EN-3200 32 Port Hub R.M. 255
ER-200 2 Port Repeater Coax 175
ER-400 4 Port Repeater Coax 249
ET-109 Converter (10BaseT to BaseFL) 169
ET-509 Translator (UTP to BNC) 109
ET-510 Translator (UTP to AUI) 107
FE-1000TX ISA 10/100BaseTX ..... *(48)
FE-1400TX PCI 10/100BaseTX ..... *(49)
Fast Ethernet Starter Kit (Fast 4 Port Hub + 2 PCI
100TX + 2 Cable cat. 5 TP 15i) ..... *(195)

DIGI INTERNATIONAL

IMAC Bridge 1 ISDN 1165
IMAC Bridge Dual IMAC 1595
PC IMAC - ISA: Server, 1 ISDN 525
PC IMAC/ 4-1: Multi ISDN Expansion 665

HEWLETT PACKARD

J2550B Jet Direct TP 279
J2552B Jet Direct Combo 345
J2556B Jet Direct 10/100 Combo ..... *(385)
J2573A 10/100 VG Selectable ISA 169
J2585A 10/100 VG Selectable PCI 135
J2590A Jet DirectEX Plus 3 for 100VG 549
J2591A Jet DirectEX Plus Combo. ..... *(235)
J2592A Jet Direct 150X TPO 165
J2593A Jet DirectEX Plus 3 Combo 385
J2610B Advanced Stack 8 Port Hub 245
J3110A Jet Direct TP for 4000 249
J3111A Jet Direct Combo for 4000 295
J3128A Advanced Ethernet 8E Hub 185
J3175A AdvanceStack Switch 208T 1045
J3200A Advancestack Switching 12 Port 425
J3201A (J3200A) + SMNP (J3210A) ..... *(499)
J3202A AdvanceStack Switching 24 Port 825
J3203A (J3202A) + SMNP (J3210A) ..... *(899)
J3245A Advancestack Switch 800T 2145

IBM

Token Ring 16/4 Turbo ISA (72H3482) 245
Token Ring PCMCIA 16/4 Auto 325

Intel.

SALE

EE110TX 8 Port Fast Hub, non-stackable 459
EE110TX 12 Port 10/100 Dual Speed Hub ..... *(899)
EE110TX 24 Port Dual Speed Hub ..... *(1295)
EILA 8265 Pro/100 for EISA ..... *(199)
ES101-TX Switching Hub 10/100 ..... *(2099)
EtherExpress Pro/10 Cards:
- *PCLA 8210 BNC+TP oem / reg / 5-pk* . *(65/95/325)
- *PCLA 8220 TP / 5-pk* ..... *(89/315)
- PCLA 8205 Flash BNC+AUI+TP 135
- PCLA 8215 Flash BNC+TP 125

LANdesk Server Manager Pro (LDSMV251) 1185
LANdesk Virus Protect 4.0 945
LANdesk Workgroup Manager 25 Node 559
MBLA 1600 PCMCIA 10/100 ..... *(149)
PCLA 2451 Netport Express Pro/100 Ext, 3 Port ... 395
PCLA 3151 Netport Express Pro Int 295
PCLA 4451 Netport Express Pro/100 Ext, 1 Port ... 235
PILA 8460 Pro/100+ / 5-pk ..... *(59)/359
PILA 8480 Pro/100 Server Adapter 485

KINGSTON

Etherx 10BT PC Card 95
Etherx 10/100 Fast PCI 59

LANPRO

SALE

EN2000PXA Full Duplex Combo PnP ..... *(18)
EN5200PX PCI Combo ..... *(19)
EN9120TX 10/100TX PCI Card ..... *(29)
ER1204TX Fast HUB 4 Port 95
ER1208TX Fast HUB 8 Port 179
Fast 100 Hub 5 Port Stackable ..... *(225)
Fast 100 Hub 8 Port Desktop / Stackable .... *(335/425)
Fast 100 Hub 12 Port ..... *(599)
Hub 5 Port (5TP) ..... *(49)
Hub 8 Port (8TP+BNC) ..... *(59)
Hub 16 Port (17TP+2AUI+2BNC) ..... *(145)
PS1000A Print Server Single Port 119

LINKSYS

Fast 100TX 4 Port Hub Stackable ..... *(125)
Fast 100TX 8 Port Hub 179
Fast 100TX 16 Port Hub Stackpro 575
Fast Switch 10/100TX 2 Port 275

MEGAHERTZ

XJ10BC PCMCIA Ethernet Combo ..... *(135)
XJ10BT PCMCIA Ethernet TP ..... *(115)
XJEM336C Modem 33.6 + LAN Combo ..... *(259)
XJEM336T Modem 33.6 + LAN TP 265

MICRODYNE

EH800E 8 Port Hub ..... *(119)
EH1200E 12 Port Hub ..... *(175)
NE 10/100 - ISA / PCI ..... *(89/99)
NE2500 Combo PnP ..... *(35)
NE3210 32-bit Combo EISA 185
NE5500 32-bit Combo PCI. ..... *(109)

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CD-Now for Netware - 25 / 50-user 489/695
Disc View Pro 265
Disc Serv (includes Disc View) 529

NOVELL

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Intra Netware 4.11:
- *5 / 10 / 25-user* ..... *(695/1295/2095)
- 50 / 100 / 250-user 2895/3995/7295
- 500 / 1000-user 15995/30995

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Netware Management Agents 2.1 415
Netware NFS v1.2C ..... *(1850)
Netware NFS Service 2.1 2195
NFS Client for Lan Workplace 205
Unixware Personal Edition v2.01 - CD ..... *(99)
Unixware SDK v2.1 - CD ..... *(75)

PALINDROME

Network Archivist NLM 3.1A Backup ..... *(195)

SHIVA

LanRover/2E Plus 3.5 Async TP v.34 1695
NetModem/E 28.8 Ether BNC + TP 1295

SMC

SALE

Ether EZ TP (8416T) oem ..... *(58)
Elite Ultra 32 EISA Combo ..... *(195)
Etherpower PCI Combo (8432BT) oem ..... *(85)
Etherpower II 10/100 (9432TX) oem / 5-pk .. *(65)/335
EZ Hub 100TX 8 Port 635
Tiger Hub 100TX 12 Port 1195
Tiger Hub 3212TC (12TP+BNC+AUI) 349
Tiger Hub 3314T 14 Port ..... *(459)

WISECOM (5 YR WARRANTY)

H008CAT 8 Port Hub (8TP+AUI+BNC) ..... *(64)
H116CAT 16 Port (16TP+AUI+BNC) ..... *(139)
R310CT PCI 32-bit Combo PnP ..... *(19.95)
U210T NE2000 ISA Combo PnP 16

Xircom

CE3-10BC PCMCIA Combo 159
CE3-10BT TP, upgradable 135
CE3B-100BTX 10/100 PCMCIA 155
CEM33-BC 33.6 modem + LAN Combo ..... *(299)
CEM33-BT 33.6 modem + LAN TP ..... *(255)
CEM56-100BTX 56k modem + Fast LAN ..... *(299)
CEM56-100MD: with Mini Dock ..... *(305)
PE3-10BC Pocket Adapter Combo ..... *(279)
PE3-10BT Pocket Adapter TP ..... *(259)

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10BaseT, Cat. 3 plenum 1000" 145
Belden 8259, RG58 1000" 135
RG58 U - 500i / 1000" 49/79
RG58 A/U - 500"/ 1000" 59/99
Twisted Pair 2-pair, PVC, Cat. 3 - 500"/ 1000" .. 25/45
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- 200"/ 500"/ 1000" 25/45/69

Twisted Pair 4-pair, PVC, Cat. 5
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Custom-made Cables, Cross-Overs ..... Call

15. POWER SUPPLIES

APC

BF-250 Back-UPS Office Kit ..... *(99) 115
BK-280 Back-UPS (200W), 2 out 99
BK-400 Back-UPS (300W) ..... *(125)
BK-450 Back-UPS (325W), 4 out 155
BK-600 Back-UPS (425W), 4 out 225
BP-280 Back-UPS Pro PnP, 2 out 139
BP-420 Back-UPS Pro PnP, 4 out 225
BP-650 Back-UPS Pro PnP, 4 out 259
BP-1000 Backup Pro, 6 out 375
SU-420 Net 235
SU-620 Net 285
SU-700 Smart-Net (486, 586, FS), 4 out 365
SU-1000 Smart-Net (FS, WS), 6 out 475
SU-1400 Smart-Net (950W), 6 out 625
SU-2200 Smart-Net (1600W), 8 out 899
SU-3000 Smart-Net (2250W), 8 out 1645
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SU-1400 RM Net 739
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CPUcool for P-150 / P-200 (1.9W) 19.95
CPUcool for Pentium® Pro (3.2") 22.95
Silencer 230 Slim for Baby or Mid Tower 69
Silencer 230 for Full Tower 89
Silencer 270 for Full Tower 124
Silencer 270 Slim for Baby or Mid Tower 114
Silencer 235 ATX / 275 ATX 84/124
Standard 230 for Full Tower 85
Turbo Cool 300 ATX 126
Turbo Cool 300 for Full Tower 125
Turbo Cool 300 Slim for Baby or Mid Tower 115
Turbo Cool 400 ATX 199
Turbo Cool 400 Slim / for Full Tower ..... *(175/176)
Turbo Cool 450 for Full Tower (heavy duty) 285
Two-in-1 500 (slim, redundant) 215
Twinpower 900 (redundant) 895

OTHERS

250W for ATX (Kingspao) 39
250W for Baby or Mid Tower, PS/2 (Kingspao) 35
300W UL for Full Tower, PS/2 45
300W for Full Tower, PS/2 (Kingspao) 49
Kensington SmartSockets Basic Strip, 370 Joules .. 14.99
Kensington SmartScokets Premium, 520 Joules ... 22.99
RPT-600 300W Redundant for Tower 179

ACCESSORIES:

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DMM: ST-5308 (Adc,V,O,Hfe) battery test 11.95
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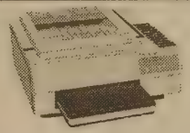
Pocket Meter MF-133, 5 functions 6.95
Power Center Switching Systems 13.50
Test Probe / Tool Kit 1.99/7.95

16. PRINTERS & PLOTTERS



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#3111 Kids Square Stickers 4.99
#3112 Kids Small Round Stickers 4.99
#3113 Kids Big Round Stickers 4.99
#3114 Kids Full Page Stickers 4.99
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#3611 Kids Post Cards 5.45
#3613 Kids Laminated I.D. Cards 5.95
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#5267 Laser Printer Label (0.5⅔x1.75⅔) 8.95
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#8167 Inkjet Return Address Label (0.5⅔x1.75⅔) ... 4.75
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MFC-4550 5-in-1, 600dpi, Laser, Fax 699
MFC-6550 6-in-1, Fax/ Copy/ Scan/ Print etc. 969
MFC-7000FC 6-in-1 Fax/ Copy/ Scan etc. 979

Canon

BJC-80 Color 285
BJC-250 Color 159
BJC-4300 Inkjet, Color 199
BJC-4550 720x360dpi, 5ppm, 11⅔x17⅔ 475
BJC-7000 Color 379

EPSON

FX-880 9-pin 295
FX-2170 9-pin, Wide, max. 6 copies 449
LQ-570+ 24-pin 259
LQ-870 24-pin, Par 455
LQ-2070 24-pin, Wide ..... *(389)
LQ-2170 24-pin, Wide 549
Stylus 400 Color, 720dpi, 3ppm ..... *(185)
Stylus 600 Color, 720x1440dpi ..... *(239)
Stylus 800 Color, 720x1440dpi, 8ppm ..... *(335)
Stylus 800N w. Ethernet Card ..... *(529)
Stylus 1500 720dpi, fit A - C size paper 469
Stylus 1520 Color 759
Stylus 3000 1699
Stylus Photo (C209011) ..... *(355)

Epson Ink Cartridges:
Black Ink for II & IIS (SO20047) 19.95
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Black Ink for 800 Color/ 1520 Color (SO20108) .. 22.45
Color Ink for II & IIS (SO20049) 29.95
Color Ink for 400/ 600/ 800/ 1520 ..... 22.95
Color Ink for Stylus Photo (SO20110) 19.95

Epson Paper:
Banner Kit for 1520 (C811011) 31.95
Banner Paper for 1500 (SO41102) 25.95
- Banner Paper Holder for 1500 (C811003) 24

Coated Letter Paper 720dpi (SO41062), 100 sheet. 12.95
High Quality Glossy Paper (SO41072), 15 sheet .. 24.95
High Quality Inkjet Letter (SO41111), 100 sheet... 8.95
Iron-On Paper (SE41001), 10 sheet 12.95
Photo Quality, 4x6, (SO41134), 20 sheet 7.45
Photo Quality, 11x17 (SO41070), 100 sheet 26.95
Photo Quality Glossy (SO41124), 20 sheet 10.95
Photo Quality Glossy 11x17 (SO41075), 10 sheet . 38.95
Photo Quality Glossy 13x19 (SO41074), 10 sheet . 49.95
Photo Quality Legal (SO41067), 100 sheet 17.45

HEWLETT PACKARD

Color Laser Jet 5 (C3961A) 3875
Color Laser Jet 5M (C3962A) 4945
Deskjet 670C (C5884A) 208
Deskjet 692C 245
Deskjet 720C 299
Deskjet 890CXi 379
Deskjet 1000CXi (C2673A), print size 4x6 - 11x17.. 415
Deskjet 1600C for PC & MAC 1299
Deskjet 1600CM Postscript for PC & MAC 1899
Laser Jet 4V/ 4MV (B size) 1795/2595
Laser Jet 5 / 5M / 5N 999/1525/1285
Laser Jet 5Si / 5SiMX 2349/3395
Laser Jet 6LXi ..... *(377) 389
Laser Jet 6PXi / 6MP 745/879
Laser Jet 4000 (C4118A), 2 trays 1099
Laser Jet 4000N (C4120A) JetDirect 1415
Laser Jet 4000T (C4119A), 3 trays 1249
Laser Jet 4000TN (C4121A) JetDirect 1575
Mopier 5Si (C4176A) / w. Bundle 4445/6545
Office Jet 590 (C4645A) 4-in-1 399
Office Jet 630 (C5315A) 4-in-1 519

*(sale price) . . . . . SPECIALS, limited to stock on hand
Prices subject to change without notice.

http://www.centralcomputer.com for current prices & catalog

Office Jet Pro 1150C Color (C5300A) ... 759
Portable 340 (C2655A) ... 265
Portable 340CV ... 315

HP PLOTTERS:

Design Jet 430: D Size (C4713A) ... 1675
Design Jet 430: E Size (C4714A) ... 2495
Design Jet 450C D Size (C4715A) ... 1995
Design Jet 450C E Size (C4716A) ... 2895
Design Jet 750C+: D Size / E Size ... 4995/5695
Design Jet 755CM: E Size ... 8195
Design Jet 2000CP E Size (C4703A) ... 8295
Design Jet 2500CP E Size (C4704A), Ethernet ... 9995

ACCESSORIES:

C3169A: Postscript for 5Si ... 435
C3760A: Lower Cassette for 4V/ 4MV ... 325
C3762A: Duplex for 5Si/ 5SiMX ... 479
C3765A: Envelope Feeder for 5Si ... 379
C3918A: Postscript for 5/ 5N ... 335
C3920A: Duplex for 5/ 5N/ 5M ... 475
C3921A: 500 Sheet Feeder for 5 ... 225
C3927A: Power Envelope Feeder for 5 ... 259
C4123A: Duplex for 4000 ... 289
C4137A: 16MB for 4000 ... 145

HP INK CARTRIDGES:

51625A: Color for 500C/ 550C/ 560C ... 26.95
51626A: Black for 500/ 540/ 560 ... 24.45
51629A: Black for 590/ 600/ 660 ... 24.95
51640A: Black for 1200C ... 23.95
51640C: Cyan for 1200C ... 27.95
51640M: Magenta for 1200C ... 27.95
51640Y: Yellow for 1200C ... 27.95
51641A: Color for 870C/ 855C/ 1600C ... 28.95
51645A: Black for 870C/ 855C/ 1600C ... 26.95
51649A: Color for 590/ 660C ... 29.25
C3102A: Cyan for Color Laser Jet ... 32.95
C3103A: Yellow for Color Laser Jet ... 32.95
C3104A: Magenta for Color Laser Jet ... 32.95
C3105A: Black for Color Laser Jet ... 7.95
C3067A: Color for 540 ... *(28)
C4533A: Color for 600 ... *(29)

HP PAPER:

92296T: Transparency Film for Laser Jet, Letter ... 17.95
C1812A: Greeting Card, Letter, 20 sheet ... 7.95
C1846A: Photo Paper, Letter, 20 sheet ... 9.95
C2974A: Glossy, Letter, for 5/ 5M, 50 sheet ... 39.95
C3850A: Opaque Bond, 36ix150i roll ... 24.95
C3877A: Coated Paper, 36ix150i roll ... 39.95
C5973A: Premium Glossy, Letter, 25 sheet ... 21.95
C5976A: Bright White Inkjet, Letter, 200 sheet ... 5.95
C6093A: Premium Photo 4ix5i, 15 sheet ... 8.50

HP TONER CARTRIDGES:

92274A: for 4L/ 4ML/ 4P ... 65
92275A: for IIP/ IIP+/ IIIP ... 74
92291A: for IIISi/ 4Si/ 4SiMX ... 129
92295A: for II/ IID/ IID/ IIID ... 75
92298A: for 4/ 4M/ 4+/ 4M+/ 5/ 5M/ 5N ... 89
C3900A: for 4V/ 4MV ... 139
C3903A: for 5P/ 5MP/ 6P/ 6MP ... 75
C3906A: for 5L/ 5ML/ 6L ... 59
C3909A: for 5Si/ 5SiMX ... 179
C4127A: for 4000 ... 79.95

IBM (NETWORK PRINTER)

#4312001: Laser, 600dpi, 4MB, 12ppm ... 1025
#4317001: Laser, 600dpi, 4MB, 17ppm ... 1365
#4324001: Laser, 600dpi, 4MB, 24ppm ... 2345

LEXMARK

Optra C Color, 600dpi, Postscript, 8MB, 3ppm ... 4495
Optra E 600dpi, 1MB, 6ppm ... 395
Optra S1250 1200dpi, 4MB, 12ppm ... 1045
*- with LAN (S1250N) ... *(1245) 1299*
Optra S1650 1200dpi, 4MB, 16ppm ... 1295
- with LAN (S1650N) ... 1545
Optra S2450 1200dpi, 4MB, 24ppm, 11x17 ... 2295
- with LAN (S2450N) ... 2595

NEC SALE

*Superscript 660+ Laser ($30 Rebate) ... *(249)*
*Superscript 860 Laser ($50 Rebate) ... *(389)*
*Superscript 1260 Laser ... *(645)*
*Superscript 7500 Color ($30 Rebate) ... *(189)*

OKIDATA

ML184T 9-pin, Par, 300cps, max. 5 copies ... 235
*ML320T 9-pin, 290cps, max. 5 copies ... *(315)*
ML390T 24-pin, 312cps, for Win & Win 32 ... 345
*ML520 9-pin, 430cps ... *(385)*
ML590 24-pin, 450cps, max. 5 copies ... 449
ML591 24-pin, Wide, max. 5 copies ... 625
*Office 44 4-in-1 ... *(485)*
OkiJet 2020 600dpi ... 185
*OkiPage 4W Laser, 4ppm ... *(199)*
*OkiPage 6E 600dpi, 6ppm ... *(289)*
*OkiPage 6EX 600dpi, 2MB, 6ppm ... *(399)*
OkiPage 16N Laser, 600dpi, 16ppm ... 889
*OL600E Laser, 600dpi, 6ppm ... *(295)*
*OL810E Laser, 600x1200dpi, 8ppm ... *(565)*
*OL1200 Laser, 600dpi, 2MB, 12ppm ... *(949)*

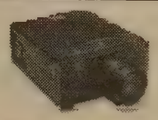
SEIKO

Smart Label Printer EZ30 ... 145
Smart Label Printer Pro SLP220 ... 235

OTHER ACCESSORIES:

Auto Switch (non power) 2 to 1 ... 11.50
Auto Switch (non power) 4 to 1 ... 22.50
Data Switch 2 Way ... 5.99
Data Switch 4 Way ... 8.99
Parallel Auto Switch 2 to 1 bi-directional ... 19.95

17. PROJECTOR



3M

Overhead M9100 AJB ... 289
Overhead M9200 AJC ... 399
Overhead M9550 AJH ... 615
Overhead M9700 AJJ ... 499

PROXIMA

Desktop DP5100 LCD ... 3499
Desktop DP5500 LCD 640x480, Zoom ... 4599
Ovation 810 8.4i LCD, 2M color, 640x480 ... 1665
Ovation 944 10.4i LCD, 16.7M, 1280x1024 ... 6395
Ovation+ 840 8.4"LCD, 16.7M, 800x600 ... 2195
Ovation+ 846 10.4"LCD, 16.7M, 800x600 ... 2695
Portable Overhead A653 3000 Lumens ... 475
Portable Overhead A655 4000 Lumens ... 799

18. SCANNER

EPSON

*Expression 636 36-bit Executive SCSI ... *(699) 725*

HEWLETT PACKARD

ScanJet 5100CXi (C5193A) ... 285
*ScanJet 6100 (C6267A) ... *(699) 745*
*- Auto Document Feeder (C6265A) ... *(455)*
- Transparency (C6261A) ... 599
*ScanJet Office 4P + ADF (C1135A) ... *(595)*
ScanJet Personal 5S ... 195

LEO

LeoPlus L3 Parallel Flatbed ... 95

MICROTEK

*Scan Maker III w. TMA & Photoshop OCR ... *(1399)*
*Scan Maker E3+ 600dpi, 24-bit color, OCR ... *(135)*
*Scan Maker E6 1200dpi, OCR ... *(269)*
Scan Maker E6Pro 1200dpi, Photoshop OCR ... 499
Scan Maker V310 Parallel ... 145
Slide Maker 35T+ 1800dpi, 16.8M color ... 725
Auto Document Feeder ADF600 ... 365
Color Pagewiz for Win, 24-bit ... 159
Transparency Adapter for E3 / E6 ... 285/285

STORM TECH

*Easy Photo Reader Parallel ... *(115)*
*Easy Photo Smart Page ... *(149)*

UMAX

*Astra 610P Win ... *(139)*
*Astra 610S Photo Deluxe ... *(149)*
*Astra 1200S Win Deluxe ... *(249)*
*Astra 1200S Win Photoshop ... *(445)*

VISIONEER

Paperport Strobe Parallel ($50 Rebate) ... 175
Paperport Deluxe for Win 32 (software) ... 69.95

19. TAPE BACKUP

AIWA

GD-B8000 8GB DDS-2 4mm SCSI Int ... 649
TD-S3200 TR-3 3.2GB Int ... 135

EXABYTE

*Eagle TR3 603003-004 3.2GB Int ... *(145)*
EXB-8700LT 8mm 5-10GB Ext Drive ... 675
- with Arc Serve ... 899
Eliant 820S 8mm 7-14GB, Single Ended Int ... 1525
Eliant 820S 8mm 7-14GB, Single Ended Ext ... 1775
Mammoth 8900SL 8mm 20-40GB Int / Ext .. 2995/3245
210RK Automated 8mm Library (70-140GB) ... 6095

HEWLETT PACKARD

*C1534 4mm Dat. 2GB SCSI Int Drive ... *(549)*
- w. Int Kit (C1525) / Ext Kit (C1520) ... 725/845
*C1536 4mm Dat. 2-4GB SCSI Int Drive ... *(579)*
- w. Int Kit (C1526) / Ext Kit (C1521) ... 769/895
C1549A Surestore DLT 30GB Ext ... 3095
C1554 Dat. 24GB DDS-3 Int ... 985
- w. Int Kit (C1555) / Ext Kit (C1556) ... 1399/1545
C1599 Dat. 8GB DDS-2 Int ... 695
- w. Int Kit (C1528) / Ext Kit (C1529) ... 965/1095
C4354A Colorado 5GB Int ... 215
C4361A Colorado 5GB Ext ... 255
C5644B Surestore T4i 4GB Int ... 359
C5645A Surestore T4e 4GB Ext ... 459
C5648A Dat. 24GB x 6 Int Autoloader ... 2595
Mounting Frame 5.25"for C1533/ C1554 ... 27 ea.
Mounting Frame 5.25"for C1534/C1536/C1599 .. 25 ea.

fomega

2GB Tape - Single / 3-pk ... 19.95/57
Ditto 3200MB (QIC 3010/3020) Int ... 139
Ditto 3200MB (QIC 3010/3020) Parallel w. cart ... 239
Ditto Max 7GB Int ... 195

NOVASTOR

Novaback 4-in-1 for Wini95 & NT - FD ... *(55)
Novaback 5.0 for Wini95 & NT - CD ... 54

Seagate SALE

CNR-4324RP 2-4GB SCSI Int 5.25" ... *(499)
CNR-4326RP 8GB 4mm SCSI w. 5.25"rail ... *(665)

Software (Arcada):

Back Up for Win'95 ... 65
Back Up Exec for Netware Workstation 7.0 ... 98
Back Up Exec for Netware Enterprise 7.11 ... 845
Back Up Exec for Netware Server 7.5 ... 435
Back Up Exec for Netware 1 Server 25-user ... 335
Back Up Exec for Win NT Workstation ... 189
Back Up Exec for Win NT Enterprise 7.0 ... 865
Back Up Exec for Win NT Server 7.0 ... 439

SONY

LanBacker 7000: 8GB DDS-2 w. ArcServe Serve Int / Ext ... 1095/1175
WanBacker 7000: 8GB DDS-2 w. ArcServe Enterprise Int / Ext ... 1695/1795
WanBacker 9000: 24GB DDS-3 w. ArcServe Enterprise Int / Ext ... 2150/2175

TAPE CARTRIDGES:

3M - 4mm 90M ... 7.50
- 8mm 112M ... 6.95
- Travan TR-1 (800MB) ... 23.50
- Travan TR-3 (1600MB) ... 25.95
- Travan TR-4 (1600MB) ... 26.50
EXABYTE - 8mm 112M, 5GB ... 9.95
- 8mm 160MXL (for XL drives) ... 15.95
- 18C 8mm Cleaning Cartridge ... 19.95
HP - 92283B: 4mm 90M (2GB) / 5-pk ... 7.50/35
- 92283K: 4mm Cleaning Tape 2-pk ... 21.95
- 92300A: 4mm 120M (4GB) / 5-pk ... 12.95/59
- C1517A: 4mm 125M DDS-3 (12GB) ... 27.99
- C1572A: 4mm 120M Autoloader ... 119
*MAXELL - 4mm 90M Dat ... *(7.99)*
SONY - 4mm 90M for DDS-1 ... 7.95
- 4mm 120M for DDS-2 ... 13.95
- 4mm 125M for DDS-3 ... 27.95

20. VGA CARDS

ATI

*All-in-1 Wonder 4MB PCI ... *(179)*
All-in-1 Wonder Pro 4MB AGP / PCI ... 269/255
All-in-1 Wonder Pro 8MB AGP oem / reg ... 275/315
All-in-1 Wonder Pro 8MB PCI oem / reg ... 255/299
Xpert@Play 4MB AGP oem ... 159
Xpert@Play 4MB PCI oem / reg ... 159/169
Xpert@Play 8MB AGP oem ... 199
Xpert@Play 8MB PCI oem / reg ... 189/199
Xpert@Work 4MB AGP oem / reg ... 135/155
Xpert@Work 4MB PCI oem / reg ... 125/145
Xpert@Work 8MB AGP oem ... 185
Xpert@Work 8MB PCI oem / reg ... 169/195
4MB upgrd for Xpert@Play & Xpert@Work ... 99

ASUS

V3000 4MB AGP ... 139

DIAMOND

Fire GL 1000 Pro 4MB AGP oem ... 149
Fire GL 1000 Pro 4MB PCI oem ... 129
*Fire GL 1000 Pro 8MB AGP oem ... *(185)*
*Fire GL 1000 Pro 8MB PCI oem ... *(165)*
Monster 3D 4MB PCI oem / reg ... 125/175
Stealth 3D 4000 4MB AGP oem ... 89
Stealth II 3D 4MB PCI oem ... 105
Stealth 2500 DRAM PCI w. 1MB / 2MB ... 45/59
*Viper V330 4MB AGP oem / reg ... *(149)/189*
*Viper V330 4MB PCI oem / reg ... *(145/165)*

DYNAMIC PICTURES

Oxygen 102 8MB SDRAM PCI for Win NT ... 385
Oxygen 202 16MB SDRAM PCI for Win NT ... 879
Oxygen 402 32MB SDRAM PCI for Win NT ... 1759

HERCULES

*Stingray 128 3D 8MB EDO reg ... *(249)*

IMS

Twinturbo 128P VRAM PCI w. 2MB / 4MB ... 195/265
Twinturbo 128P VRAM 8MB PCI ... 395

LEADTEK

WinFast 3D L2300 8MB AGP / PCI ... 249/229

matrox

Millennium II 4MB AGP oem ... 159
Millennium II 4MB PCI oem / reg ... 155/179
Millennium II 8MB AGP oem ... 219
*Millennium II 8MB PCI oem / reg ... *(199/239)*
Mystique 220 2MB PCI reg ... 95
Mystique 220 4MB PCI oem / reg ... 105/119
Rainbow Runner Studio (upgrd for Mystique) ... 179
Rainbow Runner Studio (for Millennium II) ... 215
Rainbow Runner Television ... 89
*M3D 4MB upgrade ($20 Rebate) ... *(89)*
Memory Upgrade (for Millennium II):
- 4MB / 8MB / 12MB ... 99/175/249
Video, Graphics & TV Combo Kit ... 299

NUMBER NINE

*Imagine 128 Series II 4MB EDO PCI ... *(159)*
*Revolution 3D 128 4MB AGP oem / PCI oem (purchase w. systems) ... *(199/159)*
Revolution 3D 128 4MB AGP reg ... 229
Revolution 3D 128 4MB PCI reg ... 229
*Revolution 3D 128 8MB AGP oem / PCI oem (purchase w. systems) ... *(259/209)*
Revolution 3D 128 8MB AGP reg ... 285
Revolution 3D 128 8MB PCI reg ... 285
4MB Memory Upgrade (for Revolution) ... 159

OTHERS

Boca Voyage Movie Player Accelerator ... 285
InterGraph Intense 3D Voodoo 6MB ... 225
STB Velocity 128 AGP (no TV), boxed oem ... 129
Televiewer for Win 3.11 & ē95 only ... 89
Televiewer Plus for Win 3.11 & ē95 only ... 145
Tvator Pro PC/Mac VGA to NTSC Scan Converter .. 119
Tvator Remote Pro VGA to NTSC Scan Converter .. 289

21. VIDEO / DIGITAL CAMERA

AGFA

Ephoto 307 Digital Camera ... 339
Ephoto 1280 ... 859

BEST DATA

Digital Color Camera DDC-100 ... 125
Digital Color HCC-100 w. Photo Edit ... 199

Canon

Powershot 350 LCD ... 475
Powershot 600 LCD ... 675

CASIO

QV-11 Digital Camera ... 285
QV-200 Digital Camera ... 399
QV-300 Digital Camera ... 665

EPSON

Photo PC-500 Digital Camera ... 345
*- w. Photo Pix LCD Monitor ... *(459)*
Photo PC-550 ... 285
*Photo PC-600 1024x768 ... *(665)*

Kodak

*DC20 Digital Camera ... *(175)*
*DC25 Digital Camera ... *(245)*
*DC50 Digital Camera Zoom Lens ... *(465)*
DC120 Camera 1.6"Color ... 735
DC210 Zoom Camera ... 839
DVC300 Video Camera ... 149

OLMPUS

D220L 640x480 ... 475
D320L 1024x768 ... 675
D600L 1280x1024, 3X Zoom ... 1195

SONY

DSC-F1 Digital Still ... 495
Mavica MVCFD-5 Digital Camera ... 489
Mavica MVCFD-7 w. Zoom ... 685

UMAX

Photorun Digital Camera DT for Win'95 ... 239
Photorun Digital Camera LP for Win'95 ... 199

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SOFTWARE

PC SOFTWARE

Adobe
- Acrobat 3.0.1 ... 189
- Acrobat Capture 2.0 ... 599
- *FrameMakr 5.5 / (special)* ... *745/*(499)*
- - upgrade ... 165
- *Illustrator 7.0 for Win 32 / (special)* ... *365/*(265)*
- *PageMaker 6.5 for Win 32 / (special)* ... *545/*(295)*
- Photo Deluxe 2.0 ... 45
- *Photoshop 4.0 / (special)* ... *549/*(399)*
- *Premier 4.2 for Win / (special)* ... *499/*(299)*

AUTODESK
- AutoCAD Lite'97 ... 405
- Autosketch 2.1 for Win & Win'95 ... 89
- Symbols'97 ... 87

BORLAND
- C++ 5.0 for Dos, Win & Win 32 - CD ... 325
- C++ 5.0 Developer Suite ... 425
- C++ Builder 1.0 Standard / Professional ... 89/525
- *Delphi Developer 2 Kit / upgrade* ... *(395/255)*
- Delphi 3 / upgrade ... 499/249
- *Paradox 5.0 for Win* ... *(99)*
- Paradox 7.0 for Win'95 & NT ... 265
- Turbo Assembly 5.0 for Win'95 ... 115
- Visual dBase 5.5 for Win & Win'95 ... 269

COREL
- Corel Draw 4.0 (2CD) ... 69
- *Corel Draw 5.0 for Win 3.11 - CD* ... *(195)*
- *Corel Draw 7.0 for Win'95 & NT* ... *(399)*
- Corel Draw 8 - CD / upgrade ... 425/225
- *Corel Flow / Corel Flow 3* ... *(59)/129*
- Corel XARA ... 179
- Lumiere Suite ... 69
- *Perfect Office Professional 7.0 - CD* ... *(75)*
- Ventura 7 for Win'95 - CD ... 549

DELRINA
- *Comm Server* ... *(39)*
- *Comm Suite 2.1* ... *(65)*
- *Cyberjack 7 for Win'95* ... *(29)*
- *WinFax Pro 4.1 for Network 10-user* ... *(499)*

IBM
- Anti-Virus Desktop 2.52 oem ... 24
- OS/2 Warp 4.0 Single - WS / Server ... 195/539
- Via Voice for Win 32 oem / reg ... 39.95/89
- Via Voice Gold for Win 32 ... 138

INTUIT
- Quick Basic'98 ... 45
- Quicken Deluxe'98 - CD ... 59.95
- *Quicken Family Lawyer - CD* ... *(39)*
- Quicken Financial Suite'98 oem / reg ... 33/86.95
- Quickbook 5.0 / Professional 5.0 ... 97/185

Lotus
- *1-2-3 5.0 for Win / competitive upgrd* ... *299/*(75)*
- *1-2-3 97 for Win 32 / upgrade* ... *(269/89)*
- cc:Mail 6.1 Systems Pack Server ... 134
- cc:Mail 8.0 Advanced System Pack ... 465
- cc:Mail 8.0 Client for Win 32 ... 135
- cc:Mail Mobile E-Mail 7.0 for Win'95 & NT ... 115
- Organizer 97 for Win'95 ... 75
- *Smart Suite 97 for Win 32 oem / reg* ... *(45/325)*

MICROGRAFX
- ABC FlowCharter 4.0 ... 299
- ABC Graphics Suite Live 6.0 - CD ... 275
- Designer Power Pack - CD ... 335
- Designer Tech Live 4.1 - CD ... 399
- FlowCharter Live 7.0 - CD ... 279
- Graphic Suite #2 for Win'95 ... 315
- Picture Publisher Live 5.0 - CD ... 135
- Web Tricity ... 135

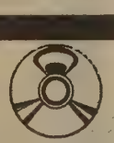
Microsoft
- Access 97 / upgrade ... 299/99
- Access Developer's Kit for Win'95 ... 459
- Back Office 2.5 Client 5-user ... 1199
- Back Office Resource Kit pt.1 / pt.2 ... 59/95
- Back Office Server 2.5 ... 2295
- Excel 97 / upgrade ... 299/95
- Exchange Server 5.5 - 5 Client / 10 Client ... 899/1245
- Frontpage 98 ... 135
- Home Essential 98 upgrade ... 94
- Office Prof. 97 + Bookshelf - CD ... 529
- Office 97 Small Business Edition ... 449
- Office 97 Standard ... 445
- PC Mail Server 3.5 10-user ... 445
- Picture-It 2.0 for Win'95 ... 47
- *Power Point 7.0 / upgrade* ... *(299/98)*
- Project 98 for Win'95 ... 445
- Proxy Server ... 925
- Publisher 98 Deluxe - CD ... 119
- Services for Netware (add-on for Win NT 4.0) ... 145
- SNA NT Server 5-user ... 395
- SNA NT Workstation ... 199
- SQL NT Server 6.5 5-user ... 1299
- SQL NT Workstation 6.5 ... 475
- SQL Server Internet Connection ... 2795
- System MGMT Server - 5 / 10 Client ... 825/1045
- Visual Basic Enterprise 5.0 ... 1095
- - upgrade ... 625
- Visual Basic Professional 5.0 ... 449
- Visual C++ Enterprise 5.0 ... 1089
- Visual C++ Professional 5.0 ... 455
- Visual Fox Pro Professional 5.0 / upgrd ... 449/235
- Visual Fox Pro Standard 3.0 for Win ... 189
- Visual InterDev ... 459
- Visual J++ Pro ... 87
- Visual Source Save 5.0 / upgrade ... 475/95
- Visual Studio Professional ... 925
- Windows'95 v2.1 oem - CD + book ... 85
- Windows'95 OSR v2.5 oem (for new PC) ... 95
- Windows for Workgroups ... 135
- *Win NT 4.0 Server 5-user / 10-user* ... *(695/995)*
- Win NT 4.0 Workstation - CD ... 285
- Word 97 / upgrade ... 299/78

QUARTERDECK
- Cleansweep Deluxe for Win'95 ... 49
- *Hijaak Professional 4.0 for Win'95* ... *(89)*
- Internet Suite 2.0 ... 37
- MagnaRam 2.0 for Win 3.11 & Win'95 ... 24
- Procomm Plus 4.5 for Win32 - CD ... 135
- Qemm 8.0 for Win'95 ... 63
- Total Web ... 86
- Web Author 2.5 for Win'95 ... 45
- Web Compass 2.0 ... 46
- Zip-It for Win'95 ... 37

SYMANTEC
- ACT! 3.0 for Win'95 & NT ... 175
- C++ 7.5 for Win'95 & NT ... 69
- For Your Eyes Only ... 75
- Norton Adminstrator Suite 10-user ... 525
- Norton Anti-Virus Deluxe 4.0 ... 67
- *Norton Anti-Virus 4.0 for Multi-Platform* ... *(49.95)*
- *Norton Desktop 3.0 for Win oem / reg* ... *(45/99)*
- Norton Disklock 3.5 for Dos / Win - CD ... 79
- Norton Healthy PC ... 28
- Norton NT Tools ... 47
- Norton PC Handyman ... 48
- *Norton Uninstall Deluxe* ... *(36)*
- Norton Utilities'95 v3.0 ... 69.95
- Norton Utilities 8.0 for Dos & Win ... 79
- PC Anywhere Remote & Host 8.0 Win'95 & NT ... 135
- Visual Cafe 2.0 for Java Web Development ... 89
- Visual Cafe 2.0 Database Development ... 459
- Visual Cafe 2.0 Professional Development ... 275

OTHERS
- Caere: Omnipage Professional 8.0 / upgrade ... 465/125
- Cakewalk Home Studio 6.0 ... 85
- Cakewalk Professional 6.0 ... 165
- Cakewalk Professional Audio Deluxe ... 285
- Claris: File Maker Pro 4.0 for Win'95 & NT ... 179
- - competitive upgrade ... 95
- Claris: Works 4.0 for Win'95 ... 49
- Eudora Pro 4.0 - Single / 5-user ... 39/185
- FastBack Plus 6.0 ... 119
- Fractal Design Painter 5.0 / upgrade ... 265/89
- Kai's Photo Soap ... 45
- Kai's Power Tools 3.0 for Win'95 & NT ... 119
- Kai's Power Goo for Win 32 ... 45
- Laplink for Win'95 ... 129
- QA Plus 7.1 for Win'95 ... 59
- Quark XPress 4.0 ... 735
- Sidekick 98 ... 48
- Uninstaller 4.5 for Win 32 ... 39
- Visio 5.0 for Win & Win'95 ... 135
- - Academic version ... 95
- Visio 5.0 Professional / upgrade ... 299/136
- - Academic version ... 199
- Visio 5.0 Technical ... 298

CD TITLES



new arrivals

- Anastasia ... 29.95
- Aquazone ... 24.95
- Blade Runner ... 34
- Catz II / Dogz II ... 19.95 ea.
- Dark Reign: the Future of War ... 36
- Deadlock II: Shrine Wars ... 39
- F-22 Raptor (iF-22) ... 37.95
- Flight Unlimited II ... 35
- Frogger ... 42.95
- G-Police ... 34
- Girls Just Wanna Have Fun (age 2-12) ... 9.95
- Grand Theft Auto ... 39
- Heavy Gear ... 39.95
- Last Bronx (Sega, $20 Rebate) ... 37
- L.E.D. Wars ... 38
- Lords of Magic ... 36
- Mastermind ... 24.95
- Pro Pilot ... 36
- Puzzle Madness ... 32
- Red Baron II ... 35
- Red Hat Applixware Office Suite 98 ... 94.95
- Sim Safari ... 39.95
- Star Fleet Academy ... 35
- Star Trek: Captain's Chair ... 42
- Streets of Sim City ... 37
- Tex Murphy Overseer ... 45
- Tomb Raider II ... 38
- Touring Car Championship (Sega, $20 Rebate) ... 36
- Thunder Truck Rally ... 49
- Ultima Online ... 47
- Wing Commander Prophecy ... 36

BRODERBUND
- 3D Home Architech ... 58
- Arthur's Reading Race (age 3-7) ... 32
- Click-Art 40,000 Starter Image Pak ... 24
- Handwritten Font ... 36
- Incredible 65,000 Image Pak ... 52
- *Just Grandma & Me MPC & MAC* ... *(24)*
- *Kid Pix Studio* ... *(29)*
- Learn the Art of Magic ... 36
- Orly's Draw-a-Picture ... 34.99
- Printshop Live Mail ... 33
- Printshop Premier 5.0 ... 52

Microsoft (HOME SERIES)
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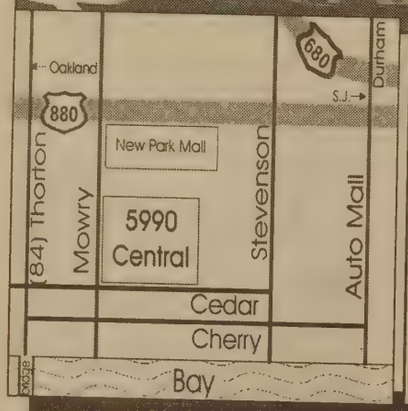

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○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices (1) (2) (3) (4) (5) (6) (7) (8) (9) My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

10 or More ○ Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION: ○ INTEL ○ PENTIUM ○ PENTIUM MMX ○ PENTIUM PRO ○ PENTIUM II ○ DUAL CPU'S ○ MACINTOSH ○ MACPOWER BOOK ○ MacCLONE ○ AMD ○ CYRIX

CPU MHz & SPEED: ○ 5X86 ○ 6X86 ○ K-6 ○ Quadra ○ PowerPC
○ 266 ○ 233 ○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100

BUS TYPE: ○ PCI ○ VLB ○ EISA ○ ISA

CACHE: ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ SRAM ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+ ○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI ○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI ○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ ?`600bps ○ 56000bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

○ 8X ○ 10X ○ 12X ○ 16X ○ 20X

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit ○ 64Bit

SPEAKERS ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12' ○ 13' ○ Active Color ○ Dual Scan

PCMCIA SLOT: ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery ○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below ○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups ○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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Tools For Nonfiction Writers

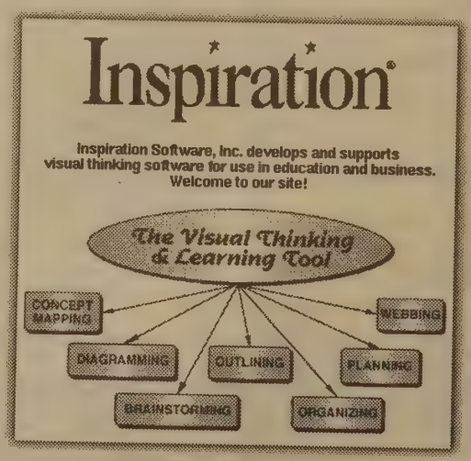
Learning To Use That Internal Highlighter

By Birrell Walsh

The purpose in brainstorming is to make new ideas, and new ideas never seem logical right away. So a NASA team might jump from the problem of feeding astronauts on the moon to the idea of "Green Cheese" to the idea of synthesizing food from the water and minerals that are already on the Moon.

So many people in the small office are writers! Some write professionally, as I do. Others have to make presentations, or proposals, or reports. All of them share a set of needs. They need a good word processor, of course. But they also need to have good tools to examine ideas and develop them. They need ways to find just the right word. They need reliable reference works that provide basic information on many topics. And they need special disciplines that make writing easier.

This month we continue our occasional examination of writing tools.



Inspiration 5.0

Comic Drew Carey says that he could not have written his new book *Dirty Jokes and Beer* without Inspiration.

You could say that Inspiration is a tool for thinking visually. That's a bit like calling *Joy of Cooking* a recipe pamphlet. It is an intersection of diagramming, outlining, and presentation. It does each of those tasks quite adequately. I don't know any other tool that does all three.

Diagramming means building up a network of connected ideas, and showing their relationship visually. One idea starts in the middle, and arrows go out from it to other ideas. The tricky part in building a diagramming tool is that it has to serve two almost conflicting purposes.

One purpose of diagramming is to allow logical sequences to be shown. An arrow from one circle to the next implies some sort of definite relationship: "This" causes "That." A genealogy chart is a perfect example. All those ancestors caused their descendants, leading down to the chart-maker's family. The relationships are defined and known, except for occasional splashing around in the gene pool, and the chart has to show them all.

Genealogies, flowcharts, timelines, prerequisites for graduation—these are the sorts of logical sequences that diagrams can show. It has the circles and arrows (and dozens of other shapes and connectors) to show these formal relationships.

Another use for diagrams is free-form and deliberately disorderly. People utilize them for brainstorming. This sort of exploration is discussed at length in Tony Buzan's *The Mind Map Book*. The idea is to let one idea propel you on to another, with no criticism permitted. The maximum in "bushiness" is sought. Logical pruning can come later.

The purpose in brainstorming is to make new ideas, and new ideas never seem logical right away. So a NASA team might jump from the problem of feeding astronauts on the moon to the idea of "Green Cheese"—an illogical leap, but no criticism is allowed—to the idea of synthesizing food from the water and minerals that are already on the Moon.

Inspiration helps with the quick flow of ideas in brainstorming by providing a tool called "rapid-fire." When it is on, you may type as fast as you can. Each time you hit return, a new symbol pops into existence with what you just typed in it. Later you can go back and rearrange things.

Inspiration is able to handle both of these tasks because of its presentation tools. You can create a demure chart of logical relationships by choosing boring symbols and telling Inspiration to put them in a rigid pattern. Or you can create a sense of freedom and creativity by choosing more imaginative symbols and strewing them around.

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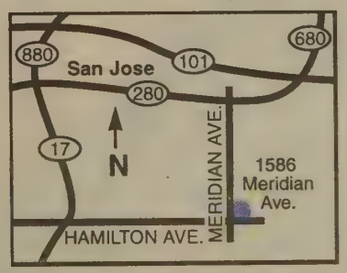

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Symbols can be arranged in trees, in clusters, or in stacks. Arrows can be small or fat, with or without arrowheads and fletching (that's the tail-feathers). Symbols can be almost any graphic object—Inspiration itself provides several dozen you can use. There are flowchart symbols, pictures of people, lightbulbs, animals, pictures of office machines and computers. You can also import graphics from outside the program and include them in the symbol libraries.

Attractive as a graphic program may be, it is not everyone's choice. Many people prefer to organize information as an outline. You can convert a chart to a text outline with a single keystroke—right brain to left brain, in one fell swoop.

Each form of presentation has its advantages, of course. The graphic presentation lets you show multiple relationships at once. The different symbols can each convey as much as a whole paragraph of text. The diagram makes a dandy presentation or poster. With a text outline (on the other hand) you can include extensive text with each heading. If your eventual goal is to make a written document, the outline is a good step.

Inspiration outlines can be exported to a number of word processing formats, so the work you do does not need to be transcribed. The bad news, of course, is that only a tree diagram can be exported to an outline. If your structure is more complex—say, a circular relationship—it will not preserve the complexity when converted to an outline.

The solution is to use both forms of presentation: Brainstorm in symbols first, then convert the brainstorming diagram to an outline and write notes for each heading. Maybe you will reorder things in the outline. Then step back into the diagram mode and let your right brain play with things for a while, seeing relationships that might not show up in the text outline. You can then export the outline to your word processor. After you have done that, return to diagram mode and export the diagrams to use as illustrations for the text document you have created.

Each form of presentation has its advantages. The graphic presentation lets you show multiple relationships at once. With a text outline (on the other hand) you can include extensive text with each heading. If your eventual goal is to make a written document, the outline is a good step.

If you profit from the interplay of diagrammatic and textual modes, you can make good use of Inspiration.

Battle Of The Dictionaries

One of my prejudices is that the *American Heritage Dictionary* is better than *Webster's*. I had an opportunity to test that prejudice when The Learning Company sent me two of its CD-ROM reference works.

One was *The American Heritage Talking Dictionary*. I installed it on my system and tried it as a thesaurus and reference work. It was useful in a general sense. I discovered how

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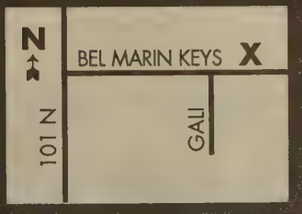

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to pronounce "feuilleton"—a word I have seen from time to time, but which was too full of French vocalic traps for me ever to try aloud. The *AHTD* told me how to pronounce it. One could also make use of its thesaurus, which is adequate.

But the second Learning Company product won my fickle heart. The *Complete Reference Collection* is a CD with ten reference works included: *Compton's Concise Encyclopedia 1998 Edition, Webster's New World Dictionary, Webster's New World Thesaurus, Compton's World Atlas, Merriam-Webster's Geographical Dictionary, World History, The Columbia University Complete Home Medical Guide, The Merriam Webster Concise Handbook for Writers, The 1997 World Almanac and Book of Facts*, and the *Compton Internet Directory*.

I found the *Webster's Dictionary* in the *CRC* better than the *American Heritage*. It had, for instance, the word "abseil" ((apzil, -sil; ab-) vi. [[Ger abseilen < ab , down + seil , a rope]] to descend by rappelling—n. such a descent), which the *AHD* did not have. Since we need a dictionary mostly for words we don't know, I value the listing of odd words.

Webster's also seems to have a more complete thesaurus. For "itch" the *AHD* thesaurus suggests ("A fervent wish for what promises gratification : desire, appetence, appetite, craving, hunger, itch, longing, lust, thirst, urge, yearning, yen, hankering, hungriness." *Webster's* thesaurus offers a more complete list: "1. [An uncomfortable sensation in the skin]—Syn. tingling, prickling, crawling, creeping sensation, rawness, scabbiness, pruritus, psoriasis, psora; see also irritation 1. 2. [A strong desire]—Syn. hankering, yearning, craving; see desire 1. itch, v. 1. [To have a tingling sensation]—Syn. creep, prickle, prick, be irritated, crawl, tickle; see also tingle. 2. [To have a strong desire]—Syn. yearn, crave, long for; see want 1")

What really won me over in the *CRC* was the sheer mass of information. I have recently had an itch (desire, appetence...) to visit Malta. When I asked the *CRC* to tell me about Malta, it deluged me with information. The *Atlas* had a map of Malta, for one thing, that showed that it is a tiny island nation in the Mediterranean below Italy and above Tunisia. It has a picture of the national flag. It has an excerpt from the national anthem, which it obligingly played for me. The *Almanac* told me about the present economy of the Repubblika Ta'Malta, the fact that the nation has 1850 people in military service, and that the unit of currency is the Maltese pound. The *Encyclopedia* had pictures of the Grand Harbor and of Saint Angleo Castle, and told me that the Maltese language is "of mixed Phoenician, Arabic, and Latin origin using the Latin alphabet." The *Internet Directory* had a pointer to the Malta National Tourist Office. This is not a complete dossier on the small nation, but it is a good start.

The *Complete Reference Collection* is just stuffed with this sort of intelligence. It is exactly what a nonfiction writer needs from time to time.

The Writer's Disciplines

In fourteen years of professional writing, I have found four rules that have helped me immensely:

- Focus on what you love.
- Keep notes.
- Write a small amount every day.
- Read it out loud.

Focusing on What You Love: I have been able to work forty hours a week, write a column and go to graduate school at the age of (now) fifty-three. How could any sane person do that? I am able to do it because I have done my best to make my work life be about what I love. That means I am doing things I really care for, things I would do for recreation.

It is sometimes hard to write this column, but it is never very very hard. I

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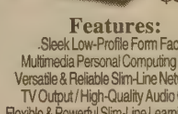

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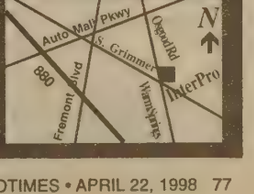


enjoy computers and what they do for people. I genuinely believe they have improved the lives of human beings, and I know they have improved mine. I have friends on the Internet I never would have met before the Computer Age. I can keep track of things I never would have followed without my files. I have a word processor that catches my dyslexic spelling errors. This is good stuff.

The same thing is true of my school work and my professional work. They are largely things that I love.

As a result, most of what I do is fun. All of it is interesting. Very little of it is just drudgery. That means that it takes less energy to do it, because I don't have to fight myself at every step.

Was this good luck? Yes, to some degree. But to a large extent it came from very gradually increasing the time I spent on things I like, and weeding out the things I don't like. It is a discipline.

If you are going to be a successful writer, you must find a way to write about things you care about. It is not something you can arrange all at once, of course, and there will always be the moments that are just toil. If you can try daily to move your writing life toward what you care about, however, you will find that each day it gets a little easier and a little more fun to write.

Keeping Notes: "But how do I find out what I care about?" you might ask. Well, you watch yourself. And you take notes. You take notes when something pleases you. You take notes when something quite displeases you. You take notes when something is interesting, even if you don't know how you will use that information.

Because you will use it. Trust me on this one.

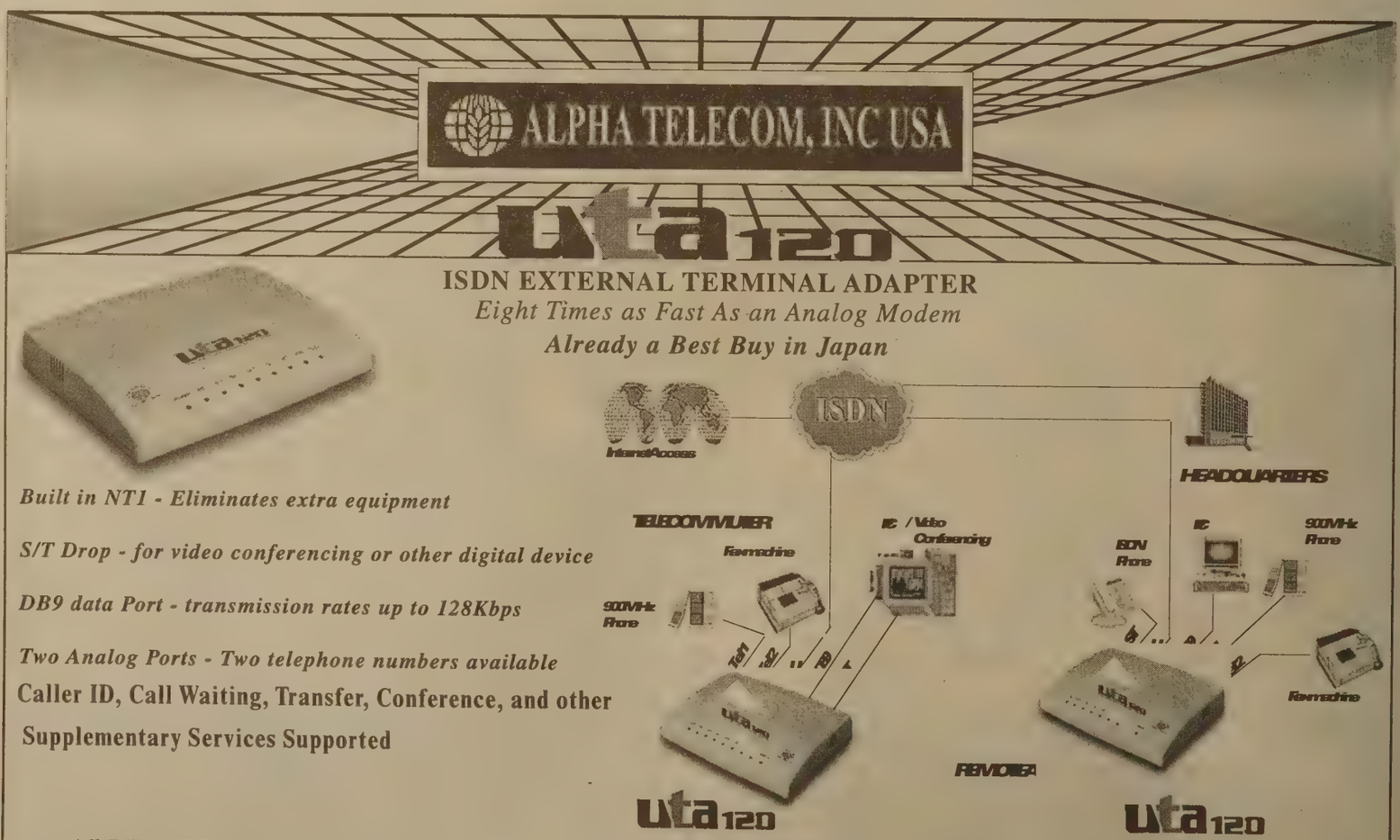
I have come to trust my own interest implicitly. It is as if something inside me carries around a yellow highlighter and every so often it marks something as important. When that happens, I write it down. Inevitably I find within a week that my writing needs that very piece of information. If I had not made the note, I would have lost it.

Write down anything that strikes you as fascinating, or deplorable, or wonderful, or well-said, or exemplary, or outrageous. Your strong reaction to them is your own internal highlighter saying "These are important! Pay attention!"

Many people keep a small notebook with them all the time. I always have a piece of paper and a pen. Each night I come home and spend perhaps five minutes entering the day's observations into InfoSelect, my favorite note-taking

continued on page 204

You take notes when something pleases you. You take notes when something quite displeases you. You take notes when something is interesting, even if you don't know how you will use that information. Because you will use it. Trust me on this one.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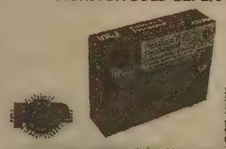

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A Little Something On The Side

Making Employee Stock Options Count

By David A. Simon, CPA and Jennifer R. Cherniss

Three of the most popular employee stock arrangements among high tech firms are incentive stock options (ISOs), nonqualified stock options (NSOs), and restricted stock options.

Employee stock options, probably the sexiest thing in Silicon Valley, are often regarded as a prominent landmark of high tech careers. If you're employed in the IT industry by a corporation whose stock is publically traded, chances are you've been offered compensatory stock.

Three of the most popular employee stock arrangements among high tech firms are incentive stock options (ISOs), nonqualified stock options (NSOs), and restricted stock options. This article discusses how each achieves desirable tax consequences, and describes planning opportunities and pitfalls.

Much of tax planning for individuals pursues a two-headed Holy Grail. One is to defer taxes to a later year. The other is to convert wage and salary income into capital gains, which are generally taxed at more favorable rates. Currently, the U.S. taxes wages at rates as high as 39.6%. By contrast, the new tax law reduced the maximum tax rate on long-term capital gains from 28% to 20%. Moreover, federal, state, and local employment taxes are imposed on wages, but not on capital gains.

The lowering of capital gains taxes in 1997 therefore has important implications for most compensatory stock arrangements. This may be a good time to revisit any planning you did in the past, looking at the effect of new capital gains rates.

What Are Your Options?

Stock options—the right to purchase a specific stock at a stated price—are typically given without cost to employees, both as a reward for past services and as an incentive to keep up the good work (if the company's fortunes rise as a result of your efforts, then your fortune rises, too). These options are a form of employee compensation, and hence are referred to as *employee* stock options or *compensatory* stock options.

The combination of favorable tax rates, an entrepreneurial work force otherwise subject to high taxes, volatile stock prices and generally high compensation expectations has provided a fertile culture in the computer industry for employee stock options. By creating millionaires by the thousand, and giving rise to six-digit incomes for countless others, option-happy Silicon Valley has come under intense scrutiny from shareholders critical of what they see as excessive compensation to technical workers, and from the IRS, SEC, and accounting regulatory agencies attracted by the smoke.

ISOs were specially created by Congress and must follow a prescribed set of rules. If they don't pass muster under the incentive stock option rules, they are said to be nonqualified stock options.

How Nonqualified Options Work

To illustrate how NSOs provide tax benefits over cash or straight stock handouts, assume you work for a large manufacturer of microprocessors whose stock trades on the NASDAQ. On May 1, 1998, when the stock is trading at $80 per share, your company grants you 1,000 nonqualified stock options. Each option carries the right to buy one share of your employer's stock for one cent. Thus, you've been granted the right to purchase 1,000 shares, whose aggregate worth that day is $80,000, for just $10 total.

Naturally, you feel $80,000 better-off, and you're already popping the champaign. To sweeten the sapor of victory, as far as the IRS is concerned you have earned nothing and owe no taxes. The reason is that the mere *granting* of nonqualified stock options is not a taxable event.

There is an exception to this rule, however. If the stock options are actively traded on an established market, such as the Chicago Board Options Exchange, the grant would be taxable. To avoid this result, the options are usually issued in nontransferable, book-entry form.

But when you do exercise the option by purchasing the underlying stock, then NSOs are taxable in that year. You would have compensation income (taxed as regular wages) equal to what the stock is worth when the option is exercised, minus what you pay to acquire the stock.

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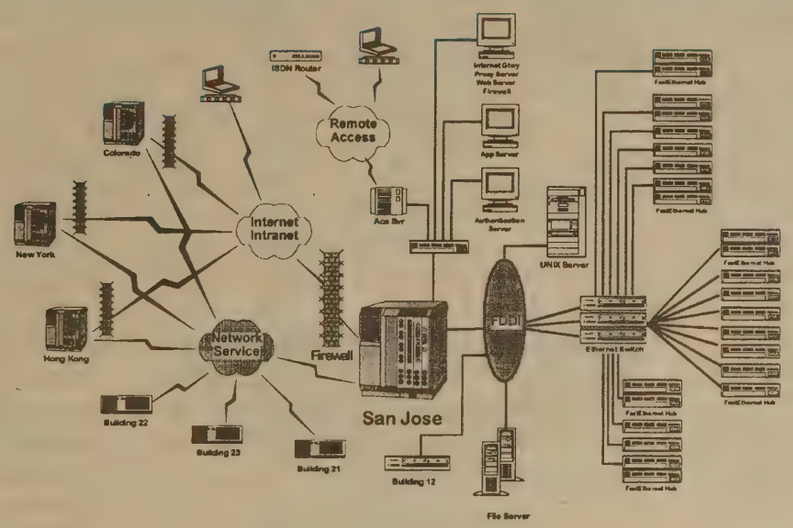

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Suppose you exercise all your options on January 2, 1999 after the price has risen to $100 a share. You pay $10 to purchase 1,000 shares of stock worth $100,000. Your compensation income is $99,990 (the value of the shares less the penny-a-share you paid for them).

Your employer properly reports the $99,990 of compensation on your W-2 for 1999, and you will include the income as taxable wages on your 1999 income tax return. The compensation will be subject to employment taxes as well. At the same time, your employer will be entitled to a tax deduction, for compensation expense, corresponding to the $99,990. For you, at this point, these are still paper earnings.

Eventually you sell the 1,000 shares of stock you received when you exercised the options. When you do, you will be taxed like any other investor who bought 1,000 shares of that company on 1/2/99 for $100 each. If the stock price continues rising and you hold the stock more than 18 months, you'll recognize a long-term capital gain qualifying for the new 20% capital gains rate (unless the law changes again).

Moreover, if you delay exercising the options until after the year 2000, and then hold the stock more than five years, the maximum capital gains tax rate will be only 18%.

How Incentive Stock Options Work

If all the requirements are met, an employee recognizes no income when ISOs are granted or exercised. Instead, the employee reports a capital gain (or loss) only when the stock is finally sold. The amount of the gain or loss is the difference between how much the stock is sold for and the ISO's exercise price.

For example, you exercise an ISO to buy stock in your new employer's corporation for one dollar a share, at which time the stock is trading on the NASDAQ for $10 a share. Many years from now the stock goes up to $100 a share. Having met all the ISO requirements, you sell the stock. You will have a long term capital gain of $99 a share, the difference between the stock's selling price ($100) and the dollar paid to exercise the option.

Wonderously, you report no compensation income, nor are any employment taxes imposed. Unlike the situation with NSOs, with ISOs it's all capital gain or loss. Now *that's* capital.

But the fly in the ISO ointment is that the employer is entitled to no offsetting tax deductions, even though the granting of ISOs is compensatory in nature. Since ISOs have this high hidden cost to the employer, you tend to not see as much of them—or you get them in lieu of much salary.

More bad news yet. The nine dollar difference between the exercise price ($1) and the trading price ($10) is considered income in computing your alternative minimum tax (AMT) liability for the year in which the ISO is exercised.

Much of tax planning for individuals pursues a two-headed Holy Grail. One is to defer taxes to a later year. The other is to convert wage and salary income into capital gains, which are generally taxed at more favorable rates.

The AMT computation is beyond the scope of this article. But the net is that, when you eventually sell your shares, you will be credited for any AMT tax previously paid upon exercising the ISOs. The AMT therefore affects only the timing of the tax coming due, not the amount of tax ultimately paid.

There is a relatively easy way to minimize AMT taxes when exercising ISOs. Simply exercise a few every year, like I do sit-ups, rather than accumulating them and then exercising all at once. Some employees prepare a draft income tax return near the end of each year to estimate how many ISOs can be exercised that year without triggering an AMT liability.

Incentive stock options must satisfy glatt kosher requirements lest they become nonqualified and taxed accordingly. The following are rules to be aware of:

1. No ISO can be exercisable more than 10 years after it was granted. Some employers issue ISOs that need to be exercised even sooner.

2. Ordinarily, the ISO will need to be exercised while you are still employed, or within three months following separation of service. If the proverbial writing is on the wall and you haven't exercised your ISOs, consider seeking professional tax advice.

3. Barring death or disability, you'll need to hold the stock for at least two years from the date the ISO is granted, and for at least one year from the date of exercise.

This last requirement causes most of the problems. Many employees of risky startup ventures would sooner take the money and run, losing valuable tax benefits, rather than exposing themselves to potential market losses for the period of ISO holding requirements.

If you fail to hold the ISO stock long enough, the ISO simply becomes an NSO. Now, this is one instance where your vote of no-confidence in the company and its management can make your employer one happy clam.

Whereas previously the employer would have received no tax benefit from granting an ISO, now they can claim a deduction corresponding to the taxable wages that are reported upon exercising what has become an NSO. If you want to take the money and run, try negotiating for a bonus to offset the tax windfall the employer will gain at your expense (negotiating a bonus just prior to leaving a company may sound stranger the further you live and work from Santa Clara County).

Restricted Stock

Many high tech companies, including risky startups, issue restricted stock to its employees. Here, the employee gets actual stock in the employer's company, but can't sell it until specified conditions are met. If the conditions are not satisfied, the employee forfeits the stock.

In a frequent arrangement, the company gives stock to engineers, but requires them to keep working for the company for a fixed time period before they can sell the stock. Because the shares are subject to a "substantial risk of forfeiture," the employees aren't taxed on having received the stock until the restrictions lapse.

To walk through this, imagine that you are a desirable employee for a startup company whose stock trades on the Pacific Exchange. You receive 100,000 restricted shares trading for 25 cents a share. But the deal is, you can't sell the shares until you stay with the company at least 5 years (in this example), or you forfeit the stock.

In 2003, suppose the stock is trading for $10 a share. If you are still with the company—even if you don't sell a *thing*—you will realize (and get taxed for) wages of $1,000,000, being the market value of 100,000 shares when the

continued on page 203

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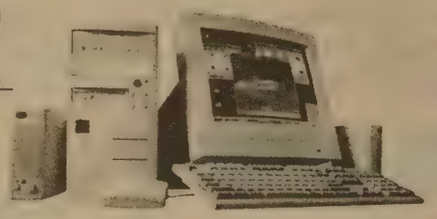

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Been There, Done That

Don't Do This: Common Startup Pitfalls

By Royal P. Farros

Now I feel pretty good about sharing with you a whole bunch of mistakes we made that you should avoid. Things like, "Don't rely on one shipping method." (Who could have guessed that UPS would actually strike?)

Is iPrint *still* a startup? When does a startup officially graduate into the lofty realms of being a, well, middle-up? Probably when a startup finally "gets going," which we have—so much so that now I feel pretty good about sharing with you a whole bunch of mistakes we made that you should avoid. Things like, "Don't rely on one shipping method." (Who could have guessed that UPS would actually strike?) Call it experience gained on iPrint's nickel.

Don't Forget the Big Thing

Build it and they will come. NOT.

Don't forget that you need to market your site. Obvious, but it's amazing how much work startup companies put into their site and how little work they put into *marketing* their site. We've discussed getting listed in search engines in past articles. Do that. Experiment with some inexpensive advertising. Doing this will toughen you up when you inevitably have to spend the big bucks in this area.

Start a grass-roots press campaign. Yes, do this now. Form co-linking partnerships with other complimentary services on the Web. Especially concentrate on that.

Do you have at least one person whose life is *dedicated* to all of the above? If not, your Web site will remain as part-time as the marketing effort you're putting into it. If you want to take your Internet startup public, you better have *volumes* of people doing this stuff.

While we're on advertising, don't make your ads boring. Use humor. If you don't have a sense of humor, go steal one. Our new "humor" ads pull three to five times *more* than our old straightforward "hit-'em-between-the-eyes" designs. In retrospect, this should have been obvious: Many of the early sales we get on the Internet today are still "inspirationally" oriented.

Don't Spam

Wow, there's an obvious one. But I'm not talking from a philosophical privacy point of view. I'm talking from the practical position of having to *deal* with the flood of half-crazed notes from people this side of a short deck.

Really, this is a losing proposition. Everyone has their definition of spam. It's a very serious subject...it's a very sensitive subject...and sometimes, it's just a big waste-of-time subject. I just sent out a personal note to somebody about something I thought he would find interesting. This person *publicly solicits* this kind of feedback. The result? He blindly accused me of spamming him *because* we go through a NASA address...the same NASA address where we pay *rent* for the privilege of doing this. Go figure.

The only thing you can do is this: Don't spam. For those of you who are privacy hounds, the reasons are obvious. For those of you who think the privacy issues are silly, think of spam as a giant time sinkhole that will swallow you up.

Now, this doesn't mean don't communicate with your customers. It does mean cover your butt when you do. Always, always, always ask your customer permission *in advance* if you can send them marketing updates and sales information. You will still run into people accusing you of spamming, but at least you can graciously say, "You requested this information, that's why we sent it, and we'll certainly remove you from our list if this is what you want. We hope you'll still consider shopping with us and have a nice day."

Don't Have Fun With Numbers

Every Internet startup is growing at 25% a month. Isn't that amazing? It doesn't matter that some are going from $1 million to $1.25 million, while others are going from $100 to $125, the growth rate is the same.

Don't kid yourself. Twenty-five percent growth a month for revenues under $50K is *insignificant* if you want to play in the big leagues. Do figure out everything you have to do to start hitting *real* revenue figures, the kind that make 25% growth a month a dynamite track record.

This includes making sure you have adequate

continued on page 205

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4mm 120M Tape for DDS-2.	14
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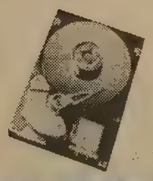

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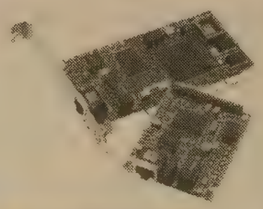

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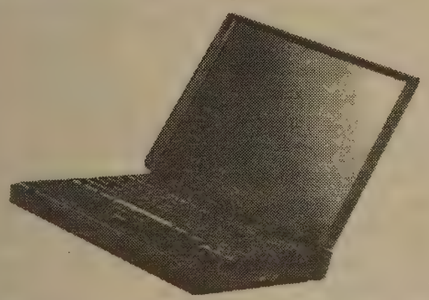

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16MB for 660,300,305,480	59
16MB for 700	79
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32MB for 400,610,720	109
32MB for 750,660,650	119
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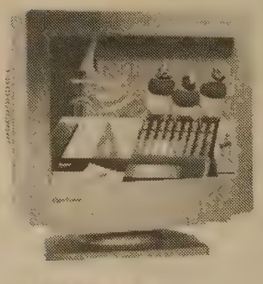

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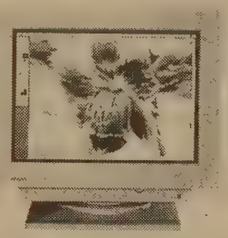

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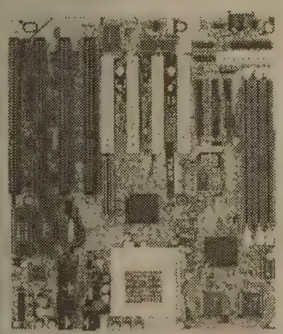

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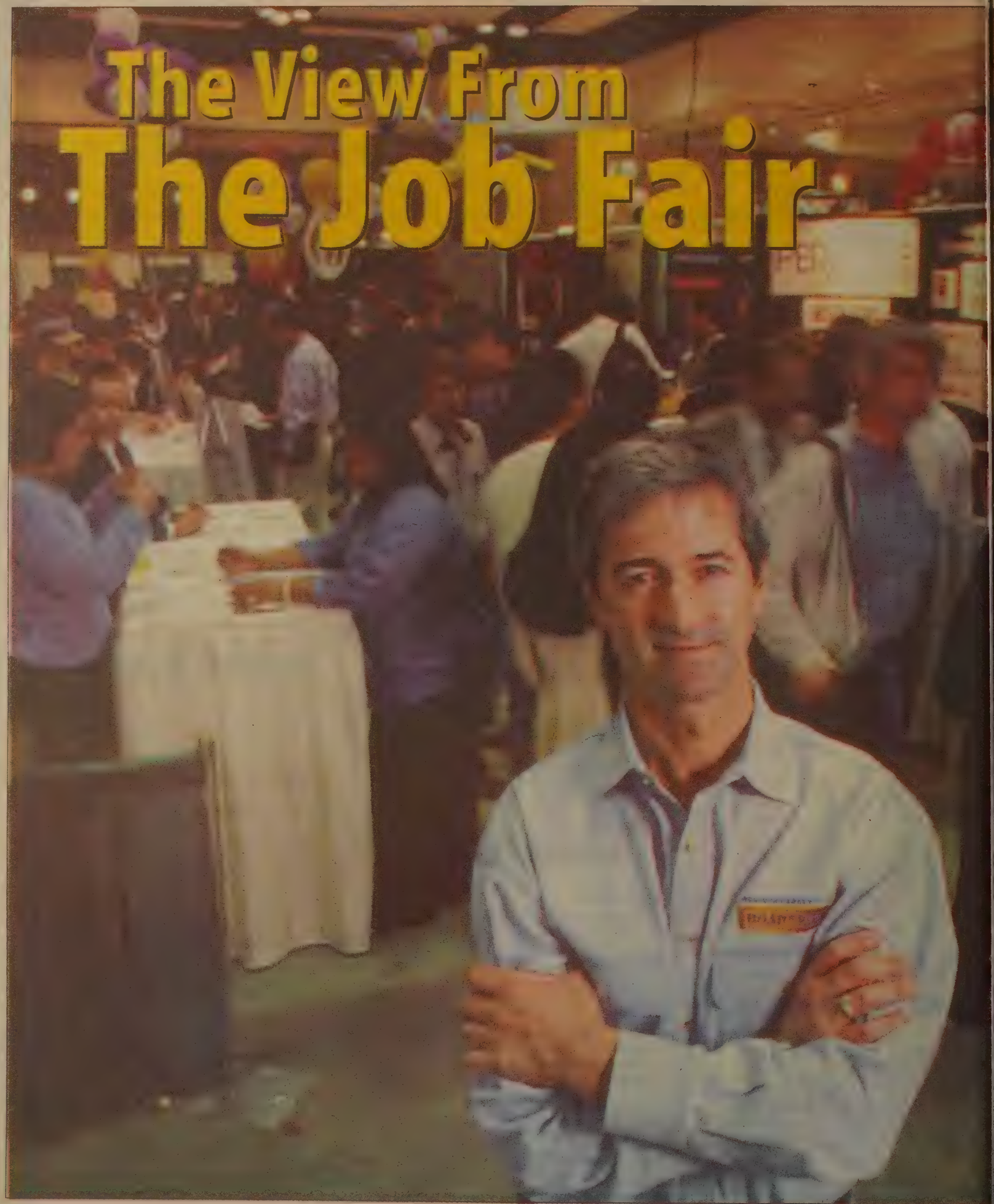
The View From The Job Fair



Westech CEO Fred Faltersack On Today's High-Tech Job Picture

By Mary Eisenhart
Photos: Anne Knudsen

In June of 1981, former high school buddies Rod Lake and Fred Faltersack, having decided they didn't want to spend their days with golden chains attaching them to the corporate trough, struck out on their own and launched a new business calculated to find a ready market in Silicon Valley.

The new venture, Relocation West, served clients like Intel, National Semiconductor, and Amdahl, who were busily engaged in trying to recruit technical talent in other areas and bring them back to Silicon Valley.

"Our job," recalls Faltersack, "was to take these people and basically sell them on living in Silicon Valley. Even in 1982, the cost of living here was substantially higher than anywhere else. So the company's job was to sell them on why they should want to work for Intel in Santa Clara. It was our job to say, 'This is why you and your family want to move to the Silicon Valley, and this is what the Valley has to offer.'"

Once the recruitment had succeeded, Relocation West went into high gear, helping the new employees pack up their families and households and move them to the Bay Area. "We had some projects where we'd move 20 families from Haifa, Israel, out here for Intel, set them up in the Bay Area for two-year assignments, and after two years they would head back," recalls Faltersack.

Things were going well, and the customers were happy, but they wanted more—a local recruiting venue. They wanted it strongly enough to convince the relocation specialists to launch their first job fair in September, 1982, which drew forty recruiting companies.

From a customer standpoint, this first event was a rousing success. From an entrepreneurial standpoint, the view was less rosy. "It didn't work from the standpoint that we were very underfunded, we basically took second mortgages out on our homes to carry ourselves through this period of time, and the job fair ended up losing about $15,000," Faltersack says. "It doesn't sound like a lot of money, but we couldn't afford to lose that amount of money again. Our wives were going, 'What are you guys doing? You quit your great jobs, and now you've got no paychecks coming home...'

"We took our wives to Aruba for a week, and lay back on the sand and evaluated everything we were doing. It was almost the flip of a coin, for us to say, 'Let's go back and do it again,' but we said, 'Okay, let's go for it.'"

In 1983 they produced three more job fairs in Santa Clara and published a schedule of events so recruiting companies could plan their efforts. The result was so successful that in 1984 the founders sold the relocation business to a local real estate franchise in order to focus on the job fairs.

The company was renamed Westech, after its flagship product the Westech Career Expo, and eventually grew to include not only the job fairs but a free tabloid publication, *High Technology Careers*, and, more recently, the Virtual Job Fair Web site (*www.vjf.com*), one of the nation's top-rated job boards.

By 1992, Lake had retired from day-to-day operations, and by 1996 decided to cash out, at which point Faltersack found a new partner in Central Newspapers, a publicly-traded national chain. This partnership has allowed such endeavors as the Phoenix edition of *High Technology Careers*, a joint venture of Westech and the *Arizona Republic*, a Central paper.

Westech currently produces almost 90 job fairs a year, in virtually every major high technology center in the United States—in addition to various Northern and Southern California locales, there are Westech Career Expos in Phoenix, Dallas, Denver, Portland, Seattle, Research Triangle Park, Raleigh-Durham NC, Boston, New York, Philadelphia, Orlando, Austin, Albuquerque, and Salt Lake City.

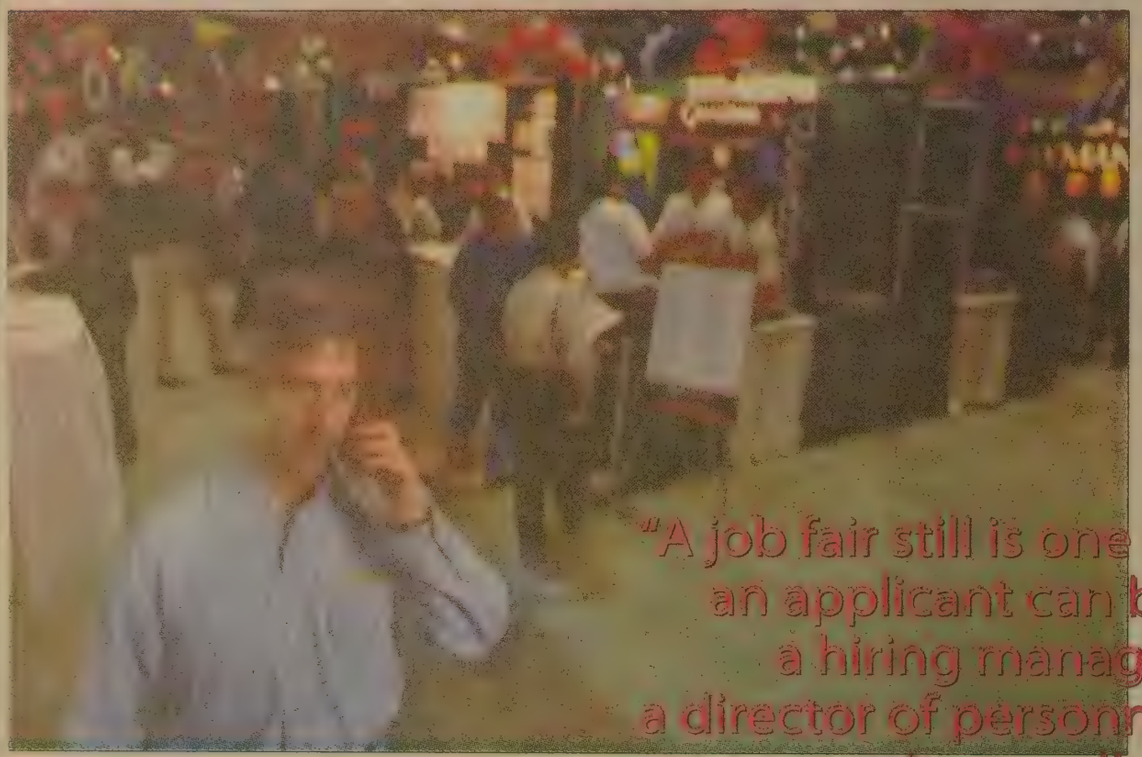
At a recent Westech event in Santa Clara, we sat down with Faltersack, who currently serves as president and CEO of Westech ExpoCorp, to get his perspective on today's red-hot technical job market, and the changes he's seen in his company's long successful run.

The View From The Job Fair

From an employer standpoint, what's attractive about job fairs compared to agencies, headhunters, advertising, and all the traditional channels? Where do job fairs fit in the food chain?

Job fairs used to not be in the food chain at all. It used to be, "Oh, I'll pull a little bit of budget from my classified advertising budget and we'll go spend a couple dollars on job fairs, go out and try a few..."

Over the years, interacting face to face has just become more and more popular. The last three years have probably seen more growth than the previous fifteen years I've been in the business. I believe it's because, as we become more of an information society, people are losing more of the human interaction that they once enjoyed—whether they realize they enjoyed it or not.



"A job fair still is one way that an applicant can be in front of a hiring manager or a director of personnel and have an opportunity to sell themselves, rather than having a piece of paper sell them."

It used to be that you could call somebody on the phone and get a person. Now you call on the phone and get voicemail, and go back and forth on voicemail. You've got emails. You've got all this interaction that is taking place through technology, but no human interaction.

I think the more people get pulled off in that direction, the more people need things to do that allow them to interact with people, whether it's job fairs or social events or going to the clubs or whatever.

People are social bugs. I think job fairs have started to really blossom because of that. It still is one way that an applicant can be in front of a hiring manager or a director of personnel and have an opportunity to sell themselves, rather than having a piece of paper sell them. Or having an email sell them to that employer.

How did you get into magazine publishing from job fairs?

We noticed in 1982 and 1983 that when an employer would go to a job fair, they would augment their participation with advertising dollars being spent in the Help Wanted sections of the major local daily newspapers—specifically here in Silicon Valley, the *San Jose Mercury News*. Here we'd be putting on a job fair—back then maybe you'd have $200,000 in revenue coming in from this small job fair—and then the customers would spend $400,000 out there in newspaper advertising to promote the specific nature of what they're looking for at the show.

We looked at that and said, "Yeah, we're leaving all this on the table here, and they put the money into an ad, it's out there on a Sunday, and it's gone. Just like that, it's gone."

So we came up with the concept of putting together a magazine that would have some shelf life. It was distributed in the *San Jose Mercury News* from 1984 through 1990. Instead of running a quarter-page black-and-white ad in the classified section, you could run a full-page, four-color ad, with page dominance, in our magazine and it would be the same price. A full page, four-color, for the cost of a quarter page. Not only that, it's the perfect size to fit in a briefcase; it's something that's going to be pulled out and left on the coffee table; it's not just going to be tossed after one day of perusing it. So it added shelf life for the employers, and that's how *HTC* came to be.

It was just a no-brainer decision for the employers to make. We do nine issues in a year now.

Finally, in 1990, the *Mercury News* gave us notice that they would no longer accept our insert, even though they would accept *Parade Magazine*'s or anybody else's out there. We were targeted as one customer they wouldn't accept it from any more.

They had their own reasons for it. But it ended up being one of the best things they could have done for us in the long run. Initially it was difficult because we had to start a whole new distribution for the magazine, but what came out of it was the fact that instead of going out to 350,000 people stuffed in a newspaper that's three inches thick, now it goes out to about 150,000 people, but they're all technologists—engineers, computer scientists, all people that have requested to receive the magazine. You're going directly to people that want it, and they don't have to dig through the paper to find your information.

As a consequence, the magazine's just about doubled in size subsequent to their booting us out of the newspaper. A turning point that could have been very bad turned out to be probably the best thing they could have done.

And then along came the Web, which was as much of a paradigm shift for you as it was for everybody else!

The Web is something I can't take a lot of credit for. My partner, and the publisher of *HTC* magazine, Paul Burrowes, is the one that really had the vision on the Web.

I looked at it as, "It's a value-added product for my customers of the job fairs and the magazine. We can have an Internet version of *High Tech Careers* magazine so our advertisers have their ads put up on the Web for free so it's additional visibility for them." From the job fair standpoint, same thing—"They're going to go to the job fair;

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ThinkPad 560E	Pent-™/166 MMX	16MB	2.1GB	12.1 Active	$2601.
ThinkPad 560X	Pent-™/233 MMX	32MB	4.0GB	12.1 Active	$3440.
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320CT	Pentium™ 266MMX	32MB	3.87GB	Panoramic Act	$3488.
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530CDT	Pentium™ 166MMX	32MB	2.02GB+10X	12.1 Active Clr	$2798.
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1590DMT	P/166MMX	16/80MB	2.1GB+20X	12.1" Active Clr	$2468.
1560DM	P/166MMX	16/80MB	3.2GB+20X	12.1"Dual Scan	$1828.
1592DMT	P/233MMX	32/96MB	3.2GB+20X	12.1" Active Clr	$2998.
1540DM	P/150MMX	16/80MB	2.1GB+20X	12.1"Dual Scan	$1758.
4160T	P/166MMX	16/80MB	2.0GB	12.1"Dual Scan	$2318.
4210T	P/233MMX	32/96MB	3.2GB	12.1" Active Clr	$3198.
4220T	P/266MMX	32/96MB	4.0GB	12.1" Active Clr	$3648.
4160TSL	P/166MMX	16/80MB	2.0GB	12.1" Active Clr	$2278.
7330T	P/150MMX	16/128MB	2.1GB	12.1" Active Clr	$1388.
7350MT	P/166MMX	32/128MB	2.1GB	12.1" Active Clr	$2738.
7360DMT	P/200MMX	32/128MB	3.0GB+20X	12.1" Active Clr	$3198.
7370DMT	P/233MMX	32/128MB	4.0GB+20X	12.1" Active Clr	$3998.
7380DMT	P/266MMX	32/128MB	4.0GB+20X	12.1" Active Clr	$4288.
7380NT	P/266MMX	32/128MB	4.0GB+20X	12.1" Active Clr	$4378.
7730MT	P/166MMX	32/144MB	2.1GB	12.1" Active Clr	$3198.
7750MT	P/166MMX	32/144MB	3.0GB	12.1" Active Clr	$3198.
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VE4	MMX/200	32MB	3.2GB	W95	$1028.
VE4	MMX/233	16MB	2.1GB	W95	$1028.
VE4	MMX/233	16MB	2.1GB	W95	$1095.
VE4	MMX/233	32MB	2.1GB+24X	W95	$1254.
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The View From The Job Fair

we'll load the company name up on it, get some information on the company, and allow the viewing Web audience to see a little bit about the companies before they come down to the job fair." But again, it was strictly value-added.

Paul saw it as a major paradigm shift in where the market is going. He's turned it into a gateway to the Internet, to the whole World Wide Web of opportunities.

If you go through our site, you'll see links to every credible job board out there. We have links going to hundreds and hundreds of other career sites, and other areas to find information on careers. We wanted it to be a gateway where instead of saying, "Oh, I've got to go to CareerMosaic, and then I've got to go to MonsterBoard, and then I've got to go to the Virtual Job Fair..." we wanted them to say, "I'll go to the Virtual Job Fair, and from there I know I can find all the connections to every career possibility out there on the Internet."

At this time we get about two million plus hits a week on the Web site. For the last Santa Clara show we got half a million hits on one day—that was a one-day traffic record on our site.

Every day on it is like a mini job fair. Every day about 2000 resumes get mailed out to our customers—advertisers that are on the Web. The traffic is phenomenal.

What's the business model of the Web site? Who pays for it?

Our business plans have never included the applicant paying for anything. It's the employers that want to get the applicants, and to charge applicants admission to a job fair or whatever is something we've just never felt good about.

The employer pays for the advertising space on the Web site, just like they would for an advertising space in the magazine or a booth space at the job fair. There's a lot of options they can have on the Web site. They can do banner advertising, or they can literally run their whole career Web site. We can manage it for them, which we do for a lot of the larger corporations.

Or they could just have five openings. It makes it affordable for a company that has ten employees and two or three openings they want to fill, but they're technology-type openings. It brings the affordability there for the small people, and it brings simplicity in managing the infrastructure of job requisitions for a large company.

They put the ad on the site—do you have a mail-to button for people to submit resumes, or do you filter the resumes?

We try to provide the vehicle to put them together, but we don't get in the way of the process.

So you're not an agency.

We're not a headhunting firm; we don't need resumes; we don't get involved in the resumes ourselves. The same with the job fairs—we provide a vehicle that allows applicants and employers to talk. If they get together and a match is made, great. But we don't take resumes. We don't get involved in that portion of the process.

The same with the Web site. Applicants do a search and find 50 companies that are looking for their type of skill sets. They respond to five. Those five employers get their resumes directly to their email box, or it might be mailed directly to their applicant tracking system these days. That's it. The model is that the employers pay for the service.

Say I was a job-seeker going to your board. What would I do?

It depends. One thing we've done is focused it strictly on high-technology.

So as an English major I shouldn't even bother?

As an English major, you would find very few opportunities on our site.

If I were a C++ programmer, on the other hand...

I did a search the other day for ASIC design engineers, and I think 450 jobs came up.

What trends have you seen over the time you've been in business as to skills going in and out of favor?

I can remember back in about 1984 or 1985 when UNIX was a new thing and you couldn't find UNIX programmers anywhere. They were the hottest-demand person out there. Today you can find UNIX people everywhere.

There was a period of time during the defense buildup where somebody came out with some bizarre new language like ADA, which is a military defense language. Of course when they come out with a new military top-secret language, nobody knows it. So all of a sudden everybody wants ADA programmers. But nobody even knows what ADA is. I still don't know what it is!

You see these different languages or areas that become really, really hot, and they grow and all of a sudden everybody says, "Oh, a hot new language! I'm going to start learning it!" Now you're out there with HTML and Java and all these Internet languages.

In the software arena, there's always going to be a new, better language coming out that's replacing something that used to be there. On the hardware engineering side, it's really a tough thing, because when something's really hot and there's a real shortage of it, the colleges still take another year to get on the bandwagon of encouraging their engineering students to focus in that direction. By the time they put them out four years later, it's six years after the demand was really there; all of a sudden you've got all these engineers coming out, and what they thought was hot six years ago is now just an area where people are out there everywhere with those skills.

What follows from that is that years ago you could pretty much graduate from college with your lifelong complete skill set, and go to work and never go back to school at all. That is clearly not the case today. How big a component of the job picture is ongoing education?

That's the reason I'm glad I'm not an engineer or a programmer. Because if you choose a technical skill, you basically have chosen the path of going to school and continuing to educate yourself for the rest of your life. Somebody that's in marketing or sales or customer service or another type of nontechnical role can learn the lingo and learn the buzzwords and learn the product to a level necessary to be competent for what the job requires. But if you're out there designing, developing, building next-generation products, you've got to continue your education.

The biggest problem with that came at the end of the '80s when the defense buildup was done. We'd just finished 20 years of defense buildup, and we had tons of aerospace engineers and defense electronics engineers that had spent 20 years building one little component of one little black box. They might never have known what the whole box did, but they built one little part of it.

Twenty years later, they don't need anybody to build the black box anymore, much less that one little component of it.

They were on the streets back in '89 and '90. It was a real shock for them, because they realized their skills were not desirable by any commercial industries out there. The ones who very quickly adapted, and came to the understanding that they needed to take what they knew and build on top of that with continuing education, got back in the labor force. Today they're mainstream producers in the commercial electronic industries.

I remember going to job fairs where you'd have some of these engineers coming through saying they were just a knock on the door away from losing their house to the bank, that they were out trying to sell cars while they're trying to find a job. So they were doing something totally out of their element anyway—typically engineers aren't good car salespeople—but doing whatever they could do to try to put food on their families' table.

But really the one thing they needed to do was jump right back into school and do what they do best. Learn, and go back out, and use those new skills to continue in their engineering field.

continued on page 102

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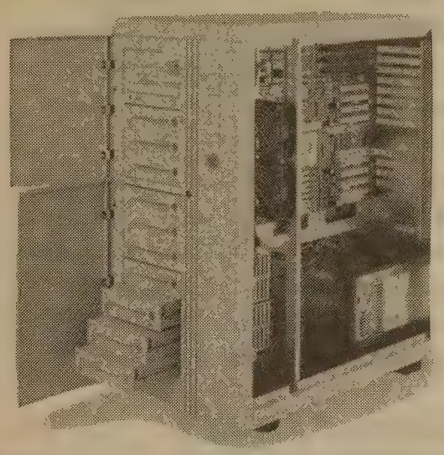

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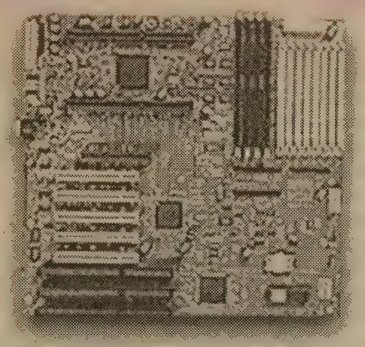

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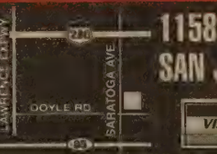

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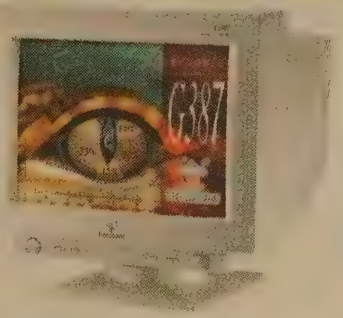

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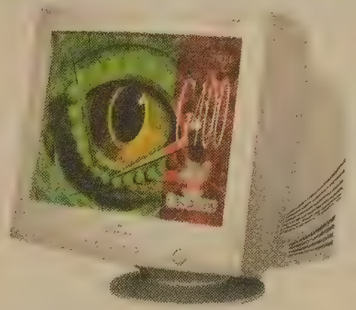

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The View From The Job Fair

continued from page 98

If you can keep your skills current, is it true that you can pretty much surf the boom and bust cycles as an engineer? You read about incidents like the recent layoffs at Apple, with headhunters all but camped on the doorstep to recruit those people. Are massive layoffs in high-tech not as traumatic as they would be in, say, Detroit?

That's true. You may have language barriers from one country to the next, but computer languages know no human languages. If you're a C++ programmer, your demands and your skills are desirable in just about every major city in this country—there's a certain amount of high-tech industry that's employing people in those cities, or in the Canadian markets, or in the European markets or the Pacific Rim.

I think that those with technical skills these days, who keep up on them, will be employable into the foreseeable future. It's only the ones that get stuck into whatever it is that they're doing and feel that they don't have to continue to improve themselves who get stuck in a rut doing one thing.

They say, "Okay, I'm making good money doing this, I'm having fun, I'm going snow-skiing every weekend, I'm doing whatever"—and they wake up in seven or eight years and realize that nobody wants their skills.

That wave has passed.

Yes. Basically they got left off on the last swell.

That brings up a point—is it possible to have an economy where you've got thousands of job opportunities that go unfilled, and at the same time have thousands of people unemployed?

At the grassroots college level, we in America do a very poor job in helping our students understand where the future jobs are going to be out there, where the employment's going to be for the next millennium. As a consequence, we put through the system way too few software engineers and electrical engineers and people that are going in the direction that technology is going.

We're putting through way too many students that are in Marketing Communications and similar areas. When they get out of school, they don't find the demand for the jobs that they would if they'd taken a different path.

If you look at the engineering mix, most of the people in the engineering classes seem to be foreign students coming into the country to get their education. They work hard, they apply themselves—

They go home and they start companies.

They go home and they start companies, or they start working at high rates of pay for US- or foreign-based companies. And we go out and get our degrees in MarCom and end up waiting tables.

The whole society seems to be becoming a two-tier society. There are those that are involved in the high-pay jobs—technologists, programmers, engineers—that are making the top salaries.

The other fastest-growing section of the US labor force is the service sector. But the service sector doesn't pay anything—we're talking about people that are working in restaurants and working in different industries that are service-oriented.

Landscape and child-care and dog-walking.

All of that. That right there is forcing us into a two-class society.

I think middle-class America is becoming much smaller—you've got people that are headed toward the upper middle-class, and you've got people heading towards the lower-class, and it really depends on the paths they take, whether they want to apply themselves to learn what they have to learn to head in a more prosperous direction.

> "We provide a vehicle that allows applicants and employers to talk. If they get together and a match is made, great."

Your basic Stanford engineering student, for example, probably knows all this stuff cold and has the lifelong red carpet after graduation. But suppose you're an engineering student in your senior year at a relatively obscure college. What should you be doing to make yourself more employable?

If you're going to Joe Schmoe College, but you're still an engineering student, I think the main thing is that you need to be aware of what the market is looking for.

You've got all your basic engineering skills; you've got a platform you're going to build your career on in whatever company it is that you take employment with. You need to be aware of what languages, or what particular technologies, are up-and-coming, and apply your last year to learning as much about that as you can.

These days if you're a BSEE getting out of school, you're going to get a job somewhere. You're going to get a good-paying job somewhere. There are that many jobs out there. How well prepared you are will determine whether you get the job you really want—at least the job you think you want when you're that age and ready to go set the world on fire—or get a BSEE-oriented job that doesn't necessarily have leading-edge enticements to it.

There are people who are developers, and there are people who are supporting, and typically the support type jobs, taking the products that some development engineers have already built, and you're just out there making sure the product keeps running or the manufacturing line keeps going and producing the products.

They're going to get a job—the question is what level of job they'll get.

The same holds true with computer science—you spent your years going through your computer science courses to become a programmer, and towards the end you have to say, "What am I going to specialize in?" If you're going to specialize in a language that's on its last legs, then you're just going to be in a support and maintenance position of keeping this running.

But they thought COBOL was a dying language, and now it's very much in demand!

Yeah, it's true.

But then, if you look at ADA programming—from there being no ADA programmers, all of a sudden everybody realizes that ADA programmers are some of the highest-paid programmers out there, working for defense companies and getting secret clearances and all this neat stuff, so they become ADA programmers.

All of a sudden, no ADA programmers are needed again.

Again, ADA programmers are very specialized and couldn't go out into the consumer market and become reemployed without some retraining. Now, all of a sudden, so many have said, "Forget this ADA stuff, we don't need it, I'm going to go out and retrain myself"—now that there are no ADA programmers left. All of a sudden the few defense companies that are left are out looking for ADA programmers. When they find them, the programmers say, "We did five years of ADA programming back in the late '80s and early '90s. Forget it, I'm never touching that language again!"

So they can't even convince them to take the job.

So what if you're not an engineering student? What if you're a business major? What's not a waste of time for you to be doing? Are your clients even interested in people like that?

Our clients need people like that, but those types of people come to them unsolicited. There's supply and demand for folks getting out of school with marketing degrees and business degrees—the supply is there in great enough numbers that

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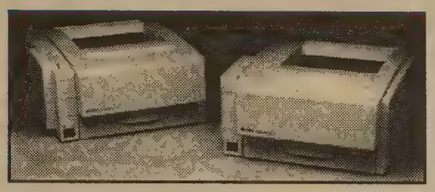

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the employers don't need to go out and spend endless hours trying to seek them out and convince them they should work for the company.

Your MBAs come in over the transom, pretty much?

Yeah. There are jobs out there for them, definitely, but it's a lot more competitive for the applicants when it comes to the non-technical types of jobs.

And then you get to the folks who choose not to get college credentials, for whatever reason, and to me, that's the scary side of it. People who choose not to further themselves to the point where they can be working in the white-collar jobs are going to be doing the low-paying work.

For programming jobs, how important is a college degree? I know successful technical people who are literally high school dropouts, and others with PhDs.

There are some companies that won't even look at you unless you have the right credentials to start with—those are typically your really large companies. Your HPs, your Texas Instruments, your large corporate America where they have job grades. The job grade says you have to have this education, and you have to have this experience, and this is the salary range of that job grade, and for you to get in there, the round pegs need to fit in the round holes. If they don't fit, you won't even get to present yourself to them.

These days, most of the employment is coming from smaller companies—startups or companies that have fewer than a few hundred employees. They're not nearly as regimented or critical about having that piece of parchment. What they want to know is, "Can you walk in this door tomorrow and be up and running, not tripping over your feet, helping us get our product to the marketplace as quickly as possible, with it being the best possible product?" They don't care about the degree—if the person has the skills, they're going to be okay.

There are people who transition through that stage of learn-while-you-earn: "I don't have a degree, so I'll start as a technician in this company, and I'll look over the shoulders of the engineers and learn what they do." Eventually they become an engineer—they've earned the rights within that company, and from there some can transition into bigger companies that might require a degree, or *say* they require a degree, but they've got the skill sets necessary.

That's always more of a challenge. If you can get the face-to-face presentation with the person making the decision, you'll have the best ability to overcome that hurdle. But if people are strictly looking at a piece of paper, they have to start somewhere. They start looking at the paper, and if they don't see the initial credentials, they typically never go any deeper into the resume. That's an area where being face-to-face, selling your skills to the right person, can be a big advantage.

It's just easier if you go ahead and get the credentials. The day you get out of school it makes life easier. Fifteen years later, your resume might be in a database out there on the Internet, and when they're doing searches, and they're saying, "Give me all your BSEEs with five to fifteen years experience that have this particular type of degree or this and that," if you don't have it, you get missed out in the results of those searches.

"These days, most of the employment is coming from smaller companies—startups or companies that have fewer than a few hundred employees. They're not nearly as regimented or critical about having that piece of parchment. What they want to know is, can you walk in this door tomorrow and be up and running?"

How sophisticated are the search engines that are doing that right now?

Today I'd say they're very sophisticated—not just ours. There are many boards out there with some tremendous search capabilities, to the level of claiming artificial intelligence.

Our search engines three years ago were sophisticated for that time, but if you look back on them today you wonder how we ever got by with those. I find that the useful life of a search engine has gone from being a few years to single years to less than a year.

I know we just went to a new search engine a matter of weeks ago, and I think the one we had before was maybe nine months before that.

What hardware are you running on?

We're running on Silicon Graphics Web servers. There are a lot of systems and platforms; it's not so important what hardware you're running on these days.

We started off with a Silicon Graphics Indy for about $20,000; our next SGI server ended up being about $120–140,000. We just recently went up to our third generation of hardware, and that was a $180,000 SGI server. I think we went a whole year before we upgraded from our second to our third one.

Now, rather than continue to do that, we're looking at going with somebody that can basically put our Web site on a bigger computer, one on the West Coast and one on the East Coast and one in Europe, so we're mirroring it and dividing up our traffic and reducing our chances of one major portion of the Internet being down.

Where are your recruiting companies from?

Ninety-nine percent of them are US-based or US-located companies. We'll have companies from Boston recruiting in California to bring people back that way. We'll have companies in California recruiting in Texas to try to pull them up there. We've got companies going all over the country to find the talent they need to satisfy their requirements.

Do you find a regional variation in requirements?

You see different markets that, for whatever reasons, kind of specialize. Portland, Dallas, Austin, and Phoenix tend to be very semiconductor-heavy markets. In Seattle and Denver and again in Dallas, there's a lot of computing and information systems. If you go to Los Angeles, there's a lot of banks with a lot of information systems requirements. Same thing with defense companies—you'll find them in particular parts of the country.

Specifically between Northern and Southern California, what kinds of variations do you see?

Well, in Northern California there's basically everything. There's a big concentration of defense. There's a big concentration of semiconductor. There's a decent-sized concentration of telecommunications. In software, information systems, and business applications as well as scientific programming and developing software—you've got everything here.

What about entertainment stuff? Web authoring?

In Northern California, it's all here. But when you get to Web development and game development and stuff like that, I don't know that there's one particular area that's really big. Game developers work for companies, but chances are they're working out of their homes developing a game on contract for Nintendo or

continued on page 203

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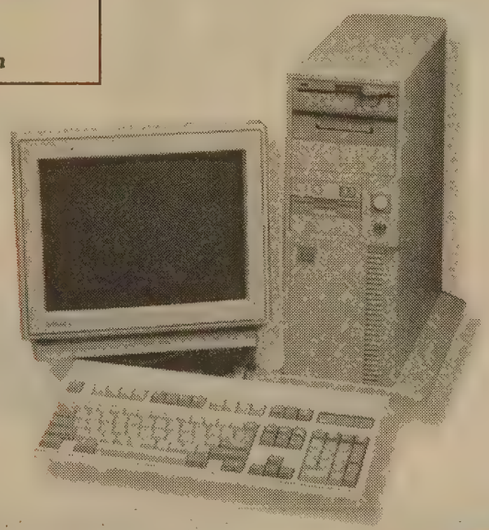

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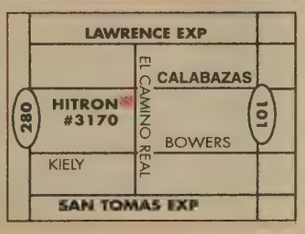

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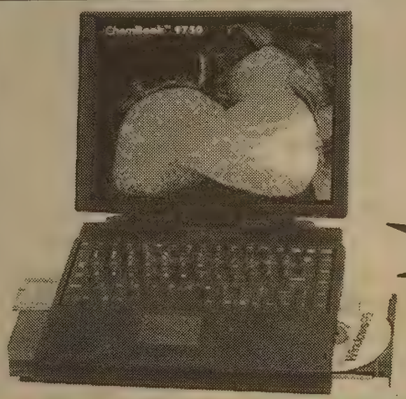

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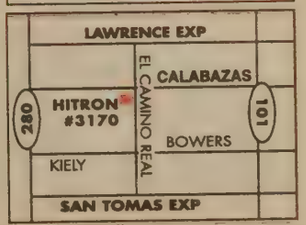

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Enhance, Not Replace, Classroom Learning

The Autodesk Foundation's School-To-Career Program

By Michael Robin

School-to-Career programs offer a structure for transforming teaching—and learning—from a static experience with "teachers telling" to a more engaging and dynamic process of "students doing."

From this side of the new millennium, crossing the bridge to the 21st century looks precarious. "Today's workplaces and those of the 21st century are finding that students are not prepared for the workplace of the future," explains Judy Morgan, School-to-Career Program Manager at the Autodesk Foundation. "Work requires people to excel in solving problems, thinking critically, working in teams, and constantly learning on the job in order to compete in a global and technology driven economy."

Clearly, in the next century, the US economy, and society in general, will require a skilled and informed citizenry. A skills-deficient population threatens not only economic growth, but a vibrant democracy as well.

In the face of widespread concern that students leaving high school are unprepared for work, lifelong learning, and citizenship, the 1990s have witnessed a wide range of initiatives in educational reform, including many types of public-private partnerships. School-to-Career programs represent an important strategy for involving businesses in addressing these issues.

School-to-Career programs are typically characterized by work-based, or project-based, learning opportunities—such as internships, job shadowing, and mentorships—designed to help prepare students for entering the real world. But they seek to do more than traditional vocational training.

School-to-Career programs offer a structure for transforming teaching—and learning—from a static experience with "teachers telling" to a more engaging and dynamic process of "students doing." The goal of connecting classroom learning with real world problems is not only to help make these young adults more likely to be employed, but also to strengthen their self-confidence and further develop their desire to learn in schools as well as throughout life. Ultimately, as individuals are more engaged in learning and understanding the world around them, they are better able to participate and contribute in their communities—which is also one of the main goals of education.

Foundations For Learning

The Autodesk Foundation was established by Autodesk, Inc. in 1990 "to create a bridge between business and education communities engaged in school reform in order to provide vision, leadership, and incubation to new and expanding initiatives and collaboration." In 1992, in response to student requests, the Foundation launched an experimental internship program at Autodesk, Inc.

For many at the foundation, it was important just to start, with the understanding that the internship program would be revised and improved as time went on. One of Morgan's initial steps was to contact managers who might be interested in working with students and who might have interesting work for student interns. The first manager to become involved in the new program was in the Quality Assurance Lab, who according to Morgan, "quickly found out that interns could do more than just test design software and soon had them using [that same design software] to organize the layout of the lab and place its equipment."

Initially, the program made very few connections between what students were learning in school and the learning opportunities presented through internships. Over time, with feedback from students, teachers, and managers, tools were implemented to strengthen these connections.

While it is critical for work-based learning experiences to have a connection to the classroom, in designing the internship program, Morgan explains, they also "looked to connecting kids with the things that turned them on. What were their interests in life—was it art, bicycles, multimedia?—and drawing those interests out." In this way, students were given an opportunity to explore careers and to work with professionals and mentors who valued their contributions.

As word of the internship program spread, Morgan continues, she "began placing interns in other departments, including human resources, finance, technical support, sales, technical publications, and marketing services." Within three years, approximately 50 interns had been placed at Autodesk. That number quickly rose to over

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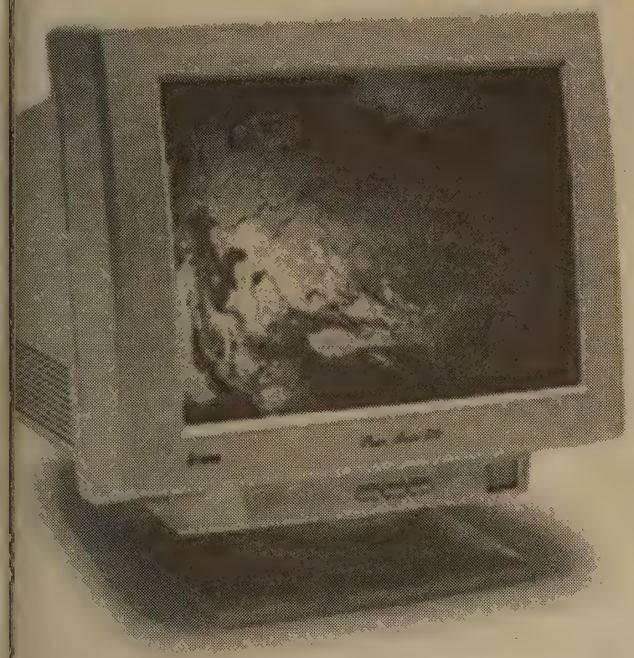

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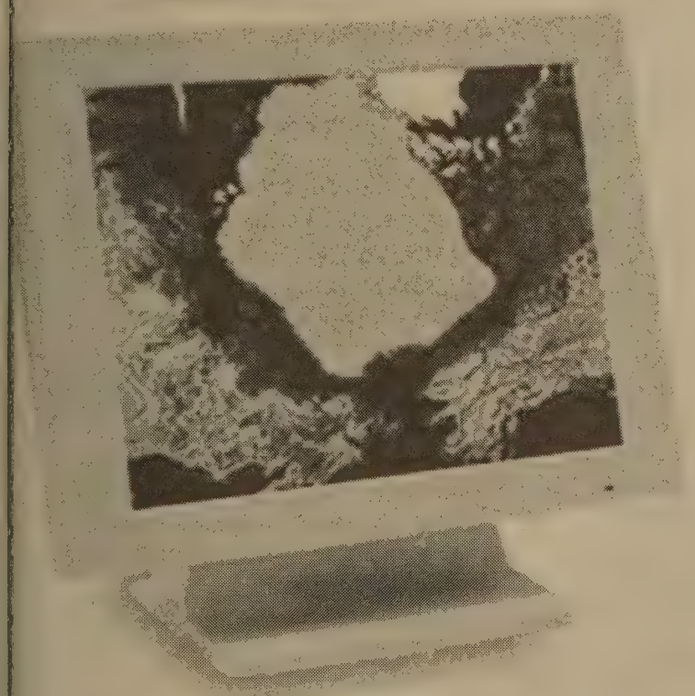

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250 total internships by 1997. Currently there are 40 interns in the School-to-Career program at Autodesk.

The majority of interns are in the 11th or 12th grade, with perhaps one-third who are enrolled in two- and four-year college programs, as well as a few younger students (8th or 9th grade). Typically, students begin in unpaid internships, working 5 to 12 hours a week. After 3 to 6 months, they often become paid interns, averaging $7 per hour, working 10 to 12 hours a week during the school year, and full-time over the summer and holidays. Many students continue working at Autodesk until they go off to college, not always in the same job or department. Once they are known around the company and have a proven work record, managers like to hire them as part-time employees.

Benefits

For School-to-Career programs to grow they must be viewed as worthwhile by students who participate in them, as well as employers who pay for them. A 1995 US Dept. of Education study, *School-To-Work Initiatives*, explains that, "Effective STW [School-to-Work] reform, like the pebble tossed into the pond, has a ripple effect that includes important outcomes for all the major players in the effort. Outcomes for students may be the most crucial, but the system's survival is also influenced by how it affects the organizational partners."

During the summer of 1997, in meetings to discuss their experiences, student participants were very enthusiastic. Morgan recalls that "students felt that the program was 'an opportunity to explore options,' one that helped them 'know what to study in college.' When asked what key skills they were learning, one student replied that she appreciated the opportunity to work with a corporate culture, to learn how to talk to people, and to understand business priorities and values. 'In school you're forced to do things a certain way,' said another student. 'At Autodesk you're motivated to produce.'"

"The strength of the program is that it has had undeniable success," Morgan enthusiastically points out. "Students here do real work, add value to the company." At the same time that students are learning practical social and career skills, they have had a positive affect upon Autodesk."

As the students were meeting last summer, Foundation President Bob Pearlman convened a group of participating Autodesk managers to discuss the program and contribute ideas for its development. They too, expressed strong support for the program.

"All you hear in the news is about kids who are in trouble," said one. "I'm thrilled at the quality of students we get." Participants all agreed that their experiences had been positive, describing the interns as "diligent and conscientious." Calling the program "indispensable," another manager suggested that it be incorporated into management planning.

While most participating managers held a strong desire to provide students with opportunities to learn and grow and to give something back to the community, they also quickly recognized the benefits to their own working groups and organizations. The benefits from having student interns typically range from the fresh ideas and new perspectives that students provided to opportunities for supervisory experience provided to full-time employees. For instance, employees who supervise students gain supervisory, mentoring, and training skills. Analyzing tasks in order to convey them to students, and analyzing competencies in order to access their accomplishment, has led to improved internal training for regular employees, and reexaminations of internal career paths, according to some businesses.

These feelings were echoed in a study conducted by NELC (National Employer Leadership Council) *Learning and Earning: An Employer's Look at School-to-Work Investments*, published last month, March 1998. In examining the costs and benefits to eight employers participating in School-to-Career programs, which included Autodesk, BellSouth, Charles Schwab, Crown Auto World, Eastman Kodak, McDonald's, Siemens, and Sutter Health, the study "concluded that student internship programs have a net return on investment. Considering the cost/benefit ration of the program at eight companies, they found that Autodesk receives at least $2.32 benefits for every dollar invested in the program."

This positive return on investment is more than simply the difference between the value created from having students rather than higher paid full-time employees perform routine tasks and the combined costs associated with administering the program and paying the intern. The other main benefits cited were: reduced training and recruitment costs, improved community relations, improved productivity and morale among current staff, and increasing diversity.

Experience has shown that School-to-Career programs offer many benefits to students. Equally important, participating companies are discovering benefits that go beyond striving to "do the right thing" or talking about being a good corporate citizen. They are witnessing effects that would please a CFO, Human Resources officer, or even a Social Studies teacher. ◆

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Resources:

Autodesk Foundation
www.autodesk.com/foundation
Project Based Learning contacts and resources.

BaySCAN
www.autodesk.com/foundation/bayscan
A coalition of business, labor, k-12 schools and school districts, community colleges, and universities, School-to-Career (STC) providers, STC partnership organizations aimed at developing a Bay Area regional infrastructure.

School-to-Work
www.stw.ed.gov
Resources relating to the School-to-Work Opportunities Act of 1994

Study of School-to-Work Initiatives: Studies of Education Reform
www.ed.gov/pubs/SER/SchoolWork/study.html

National Employee Leadership Council
www.nelc.org
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Washington, D.C. 20036
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Northern California School-to-Career Practitioners Network
www.nww.org/nwwn/s2w/talist1.html
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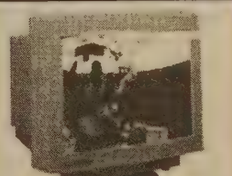

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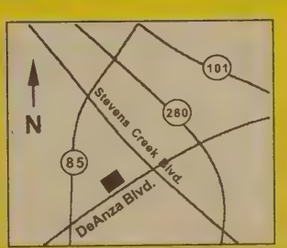

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High-Tech Workers: What Shortage?

Many Skilled, Older Individuals Have Difficulty Finding Work

By James R. Wolf

When most people think of computer programmers, they typically don't think of a card-carrying member of the AARP, but maybe it's time they did.

We have all heard about the national shortage of computer professionals. A recent survey by the Information Technology Association of America (ITAA) reports that one out every ten computer jobs in this country remains unfilled. In addition, 70% of the companies it surveyed claimed that the shortage of trained IS workers was inhibiting their organizational growth. The crisis has caused President Clinton to recommend a multimillion-dollar spending package to help train computer programmers and many in congress have proposed loosening immigration controls to allow more IS professionals to move into the United States. Yet, all this comes at a time when the unemployment rate among high-tech workers over 50 is a staggering 17%.

True, when most people think of computer programmers, they typically don't think of a card-carrying member of the AARP, but maybe it's time they did. The high jobless rate for older computer professionals has caused many to believe that there really isn't an IS staff shortage, that the industry simply needs to wake up and get over its fascination with youth.

The Revenge Of The Dinosaurs

A few years ago, many computer companies seemed to think that older workers were expendable. At the same time younger programmers with Internet or visual programming skills were being hired, many mainframe pros were being downsized or forced to retire. Today, as the year 2000 looms and companies are scrambling to fill IS vacancies, workers experienced in older programming languages are once again in high demand.

To help companies find these experienced professionals, Senior Staff 2000, a job information databank for IS pros over 50, works to match older programmers with the growing demand for their unique skills. The databank contains information on over 10,000 seniors experienced with programming languages like COBOL, FORTRAN and RPG. Bill Payson, Senior Staff 2000's president, says the year 2000 (Y2K) problem is the "revenge of the dinosaurs." Adding, "Companies are in need of experienced COBOL programmers and the kids just can't do it."

COMSYS, one of the nation's leading providers of IS consultants, was one of the first national consulting groups to begin actively recruiting older programmers. Recently, they began partnering with Payson to match Senior Staff's experts with their clients' Y2K needs. However, COMSYS is not alone. Each day Senior Staff receives about 20 calls from companies interested in interviewing workers from their databank.

While Senior Staff is a helpful resource for companies trying to fill IS vacancies, it is a godsend for computing professionals over 50. In the youth dominated computing industry, 35 is often considered over the hill and many older IS professionals feel that they have been discriminated against because of their age. When an applicant receives an interview through Senior Staff, they know that the company is aware of their age and is actively looking for an older professional.

Training Is The Key

Not only are companies beginning to hire seniors to work on legacy systems and Y2K problems, many companies are also beginning to look to seniors to help them in other areas like network administration and training. In one innovative program Microsoft has teamed with Green Thumb, a leading provider of employment and training services for older Americans, to train low-income seniors for computing careers. It started in 1965 to make use of the "green thumbs" of retired farmers to help improve national parks and highways, Green Thumb has grown into the country's leading provider of training and employment opportunities for workers 55 and older.

continued on page 215

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A Roundtable Of Five

How To Land A High-Tech Job The Right Way

By Sara Tassione

The high-tech job market continues to explode at an unprecedented rate. The demand is accelerating even faster than people are entering the field.

So you want to be in the high-tech biz, huh? The technical world is attracting all walks of life these days. You've got the "squeaky-clean snapper" fresh out of college (you're taking the appropriate classes—you think...er, you hope—and soon you'll have to find a job); the experienced "techie/engineer" who's looking for something new (so how do you go about getting ahead?); or even the "new-direction seeker" who has decided on a different career path entirely (where do you look?). What all of these fine folks have in common is the need for a little advice on how to go about finding their new pathway to enlightenment...oh yeah, and that extra income!

We questioned five industry insiders to let us in on what they think about the state of the market, what skills they look for while interviewing, and some other good stuff. Collectively, we've covered most bases—Jim La Belle with B&M Associates' Insoft–Solutions Group, a Boston, MA-based information and technical staffing company; Richard Grossman of Infotec, a Santa-Ana high-tech training group; Marissa A. Hackett of LPA Software, Inc. out of Fairport, NY; David Harbaugh at PC Pros Information Staffing in Los Angeles; and John Lee of Senet Career Expo based in the City of Industry, CA— all dropped some serious science about the high-tech career world and how you—yes *you*—can land that dream job.

How is the high-tech job market doing, in your opinion?

• **Jim La Belle:** The industry seems to be creating new benchmarks as a whole. Lessons were obviously learned from the late '80s mistakes.

Today it stands firmly on its own historical legs, so to speak. In the serious technology areas of software development and 3D/mechanical design engineering, there is virtually zero percent unemployment of experienced professionals. That's pretty healthy, I would say.

• **Richard Grossman:** The high-tech job market continues to explode at an unprecedented rate. The demand is accelerating even faster than people are entering the field.

In fact, as more people enter the high-tech job market and start producing, their work has a snowball effect and ends up creating an even bigger need for additional people in this field.

• **Marissa A. Hackett:** It remains very competitive. The law of supply and demand continues to be at work. There are many more technical positions available vs. qualified candidates to fill them.

• **David Harbaugh:** The computer or IS/IT portion of the high-tech job market is currently experiencing an unprecedented worldwide expansion, especially on the west coast. This makes for an extremely healthy marketplace for both the employers and the candidates seeking IS/IT opportunities.

Another factor in this boom is that more and more companies are using contracted computer professionals, which allows the employer access to a wide array of necessary skills.

Whether you are an administrative, artistic or technical professional the knowledge of computers is no longer an asset, but a requirement. Computers dominate a huge portion of today's work environment, because the number of talented computer-literate available positions and employees has exploded exponentially.

• **John Lee:** When we started our first high-tech job fair back three years ago, the high-tech job market was depressed.

Today, the economy has recovered a great deal, and there are many more positions open with the companies. So the high-tech job market is doing great, and professionals with a four-year high-tech degree with experience are in high demand.

What high-tech skills are you looking for when you interview?

• **Jim La Belle:** A strong track record in an individual's area of expertise. Growth in the level of project focus, role within a project, or showing a pattern of progressive challenges. Combining that rare ability to communicate in writing and verbally, equal to their own technical area of mastery.

In the software engineer, I like to see baseline

continued on page 209

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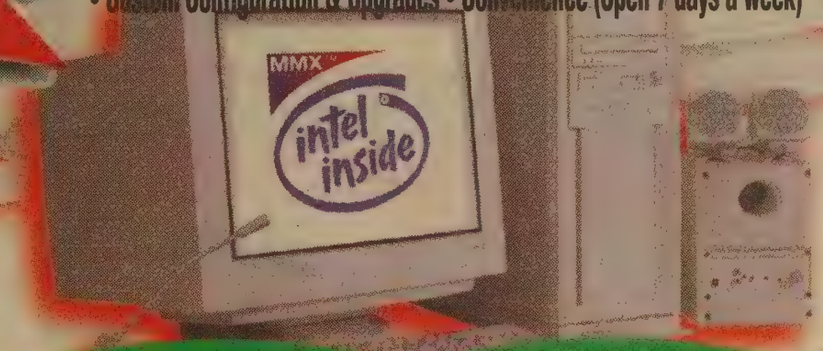

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Office Pro 97 w/manual w/sys	210

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- Teac 1.44MB Floppy Drive
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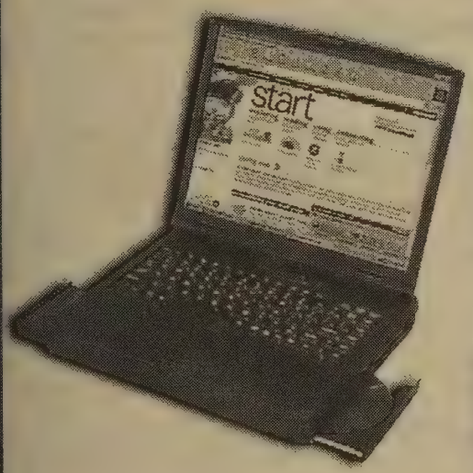

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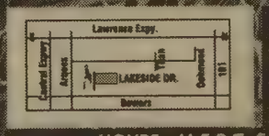

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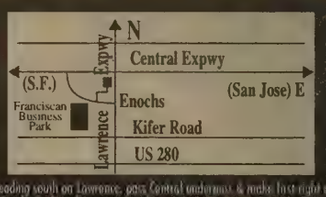

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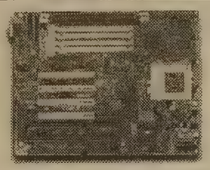
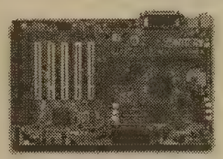
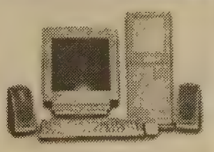


ASUS P2L97 AGP $139



P-II SUPER 233/300 SYSTEM

Intel 440LX Chipset Motherboard
Intel Pentium® II-512K MMX CPU
ATX Chassis with 2nd Fan
32MB 168pin 10ns SyncDRAM DIMM
S3 Virge GX2 AGP 4MB
3.2GB Ultra DMA IDE
1.44MB Floppy Drive • 24X CD-ROM Drive
Yamaha 3D Sound Card • US Robotics 56K Fax Modem
QIC 8860 Speakers 120Watt • Mitsumi PS-2 Keyboard
Logitech PS-2 Mouse • Windows 95 OSR2 CD • Monitor not Included



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IO Mega ZIP Drive • Creative 24X CD-ROM Drive
1.44MB Floppy Drive • US Robotics 56k Modem
Mitsumi 104 Keyboard • Logitech Mouse
Windows 95 OSR2 CD • 14" .28 SVGA Monitor

Intel 233/200 MMX $999/949
AMD K6 233. ..... $969

P II Expert 233/333 System

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Intel Pentium® II-512K MMX CPU
ATX Chassis with 2nd Fan
64mb 168pin 10ns SDRAM DIMM
ATI Expert@Work AGP 4MB
8.4GB Quantum FireBall SE Ultra DMA IDE
1.44MB Floppy Drive • Toshiba 32X CD-ROM Drive
Sound Blaster AWE 64 Value • US Robotics 56K Modem
Mitsumi PS-2 Keyboard • Logitech PS-2 Mouse
QIC 8860 Speakers 120W • Windows 95 OSR2 CD
Monitor not Included

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Mitsumi 16x IDE CD-ROM $59
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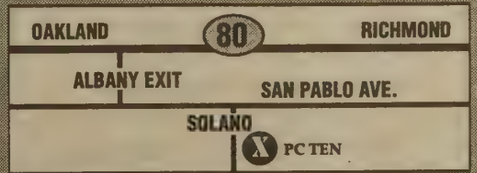

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Intel Pentium II 233~333 MHz 8.4GB 64MB 32XCD SB64 56K

*Intel Pentium II 233~333MHz w/512KB L2 Cache include Intel MMX Technology
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*64MB SDRAM 10ns
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*Teac 1.44MB Floppy Drive
*Keytronic 104 Keyboard
*Microsoft mouse w/ pad
*32X EIDE Internal CDROM
*Creative Lab AWE 64 Sound Card
*Yamaha Yst-M7 Speaker
*U.S. Robotics Internal 56K Fax/Data/Voice Modem
*ATX Medium Tower Case w/235WattsPS

*Microsoft Windows 95

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233MHz / 266MHz / 300MHz / 333MHz

Pentium 200~233MHZ 4.3GB 32MB 24X 33.6

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* PCI Video w/2MB
* Teac 1.44MB Floppy Drive
* KeyTronic 104 Enhanced KB
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* 2 Serials (16550 UART) & Parallel Port
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* 24X EIDE Internal CDROM
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* 32MB SDRAM Dimm 12ns
* UltraDMA/33 4.3GB EIDE Hard Drive
* 15" SVGA .28DP Flat Screen Monitor
* PCI Video card w/2MB
* Mitsumi 1.44MB Floppy Drive
* Mitsumi 104 Enhanced Keyboard
* Mitsumi Mouse w/ Pad
* Built in Board PCI EIDE Controller 4HD/2FD
* 2 Serials (16550 UART) & Parallel Port
* Med Tower Case w/ 230 Watts
* Creative Lab SoundBlaster 16
* 24X EIDE internal CDROM
* Shield computer power speaker
* Microsoft Windows 95

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* Mitsumi 1.44MB Floppy Drive
* Mitsumi 104 Enhanced Keyboard
* Mitsumi Mouse w/ Pad
* Built in Board PCI EIDE Controller 4HD/2FD
* 2 Serials (16550 UART) & Parallel Port
* Mini Tower Case w/ 230 Watts
* 16 bit sound card
*24x internal CD Rom
*Mini Shield computer speaker
*Microsoft Windows 95
*Xoom HomeOffice Suite 97

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*17" SVGA Monitor 1280x1024
*Teac 1.44MB Floppy Drive
*Keytronic 104 Keyboard
*Microsoft mouse w/ pad
*32X EIDE Internal CDROM
*Creative Lab AWE 64 Sound Card
*Yamaha Yst-M7 Speaker
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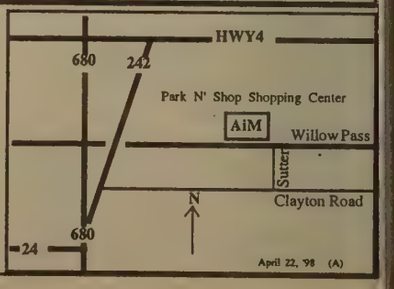

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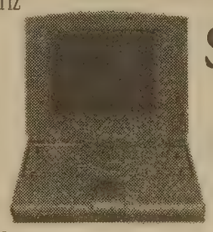

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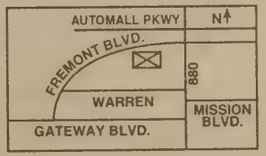
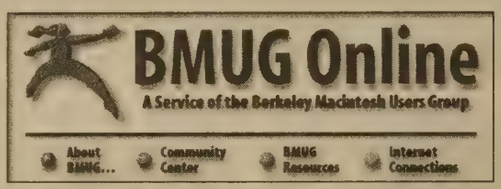


GOLDEN MICRO COMPUTERS Since 1991

How BMUG Can Get You A Better Job

Plus: The Future Of Games

By Peter Linde and Sam Penrose



Classes, books, geeks. If none of these is the pavement on the road to high-tech success, what is? It's a good question with an easy answer: BMUG.

This month, Peter shows you how to use your user group to end up with a high-paying job in high-tech. Sam talks about computer games, past, present, and future.

Get A Job!

By Peter Linde

You picked up this issue of *MicroTimes* because you heard that high-tech jobs are paying a lot these days. You want to find out how you can get your piece of the pie.

The problem is, while you've used computers, you never quite learned too much about how they worked on the inside. Oh sure, you could take a class at the local community college, but then you'd be giving up your weekends. Worse than that, those classes cost money! Of course, you could always read a few manuals or some of the thousands of computer books you've seen at the bookstore. But who can understand books and manuals? You could always talk to that guy at the office—the one who fixes the computers when they stop working—but he's such a geek. You never quite understand what he says when you do talk with him because he always seems to be hiding behind unintelligible computer jargon.

Classes, books, geeks. If none of these is the pavement on the road to high-tech success, what is? It's a good question with an easy answer: BMUG.

As I have noted in previous columns, BMUG has helped to launch many a promising career in the world of high-technology. This column will get down to specifics on how you can use BMUG (and/or your local user group) to gain the skills, knowledge and contacts you need to switch or advance your career in the world of high-tech.

Step 1: Join. The first step is the easiest one: Join BMUG. While BMUG is the biggest and the best, you can also join your local user group. Each local user group offers a different sense of community as well as different opportunities to help and learn, so, as they say in the car business, your mileage may vary.

All good flows from joining BMUG. Not only do you help to support a great organization that helps spread information to those who need it, but you also begin to find out what kinds of events and opportunities await you. You get BMUG's famous Newsletter, which is practically a how-to on everything Macintosh (but it's well-written by BMUG members, so you can actually understand it!). You also get an account on BMUG's BBS, Planet BMUG, which, in itself, is worth the price of admission. Planet is a phenomenal resource for learning about the Mac. (See Step 3).

Step 2: Volunteer In Person. Learning about computers is not a passive sport. If you want to be able to gain the skills necessary to finding a job in the computer industry, you are going to have to make some effort. Books and classes are usually sterile and boring. They can feel, and often are, removed from the real world of finding out what makes computers work and then keeping them working.

This is where volunteering comes in. Volunteers at BMUG get to rub shoulders with programmers, advanced users, consultants, IT professionals, certified technicians and just plain folks. Some might feel intimidated by a group that contains so many know-it-alls. But this is precisely the beauty of BMUG (and most other user groups): These knowledgeable people came to be part of the user group community precisely because they want to help those with less knowledge.

What you end up with is a group of people who are eager to help each other as well as newbies. The sharing of information is what it's all about. You may start out as an observer, but before long, you will be right there, giving advice with the best of them.

BMUG provides many occasions where this kind of sharing, helping, teaching, and learning goes on all the time. The first, and probably the best, are the BMUG Saturday Helpline/Hardware Clinics. These volunteer led clinics happen every

continued on page 130

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300mhz $2994/$3543
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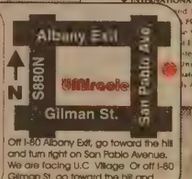

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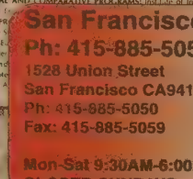

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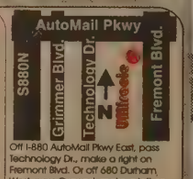

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TECHNOLOGY TREND:

Looking a couple of more months down the road and into June or July this year, we can expect Intel's new Slot 2 CPUs to be launched. The Slot 2 CPUs will offer an amazing performance increase over Slot 1 PII ones, and they will be targeted only to the high end market - servers and high end workstations. The main chipset for these high end CPUs will be the 450NX chipset. It's interesting though, that Slot 2 CPUs will also work with the BX chipset. Slot 2 will only come with 100 MHz front side bus that also requires 100MHz DIMM

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Hard Drives PCMCIA combo

2.1GB Slim HD	$198
3.0/4.0GB Slim HD	$255/410
5.0GB 2.5" 19mm HD	$645
33.6K/56K modem	$85/125
Ethernet NE2000 Comb	$78

CHEM 2780 NoteBook Options

16/32MB SDRAM	$78/120
64/128MB SDRAM	$205/$450
Int. VoiceFaxModem 56K	$150
Li-Ion 2nd Battery	$175
Docking Station	$449
Port Duplicator	$175

CHEMBOOK 9780 ■ CPU upto 300MHz/333MHz ■ 450TX Chipset ■ Active Screen 12.1"/14.1" w/512K Cache ■ Upto 128MB SDRAM ■ Removable 1.44FD ■ Windpowered CDROM ■ 4MB EDO VRAM ■ Li-ion Battery ■ 3D Surround Stereo Sound ■ Video In/Out ■ USB/1/1P ■ Infrared port ...

(3.0/4.0/5.0GB HD)	Active Matrix 12.1"	Active Matrix 14.1"
■ P5-166Mhz MMX+32MB	$1708/$1852/$2367	$2223/$2367/$2543
■ P5-200Mhz MMX+32MB	$1732/$1876/$2391	$2247/$2391/$2566
■ P5-233Mhz MMX+32MB	$1762/$1906/$2421	$2277/$2421/$2596

CHEM BOOK 9780

CHEM 7000 NoteBook Options

16/32MB SDRAM	$78/120
64/128MB SDRAM	$205/$450

CHEMBOOK 7000 ■ P5 MMX ■ TX-Chipset ■ Active 13.1" 1kx768 ■ 32MB SDRAM ■ 512K L2 Cache ■ 1.44FD ■ 20X CDROM ■ 2MB EDO Video ■ TouchPad ■ 3D Stereo Sound ■ ROM Jack ■ USB.1/1P ports ■ li-ion Battery...

Active Matrix 12.1"	(2.1/3.0/4.0GB)
■Pentium-166MMX	$2532/$2584/$2728
■Pentium-200MMX	$2556/$2607/$2752
■Pentium-233MMX	$2586/$2637/$2781

CHEM BOOK 7000

See WWW.CHEMUSA.COM for details

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POWER AND DATA PROTECTION
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EXPERTISE TECHNICAL SUPPORT
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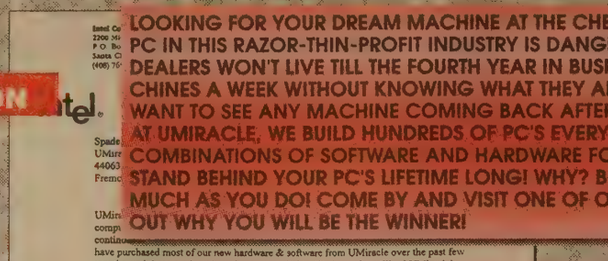
LOOKING FOR YOUR DREAM MACHINE AT THE CHEAPEST PRICE? SHOPPING FOR A PC IN THIS RAZOR-THIN-PROFIT INDUSTRY IS DANGEROUS BECAUSE 70% OF THE DEALERS WON'T LIVE TILL THE FOURTH YEAR IN BUSINESS, MOST SELL 3 OR 4 MACHINES A WEEK WITHOUT KNOWING WHAT THEY ARE SELLING AND 99% DON'T WANT TO SEE ANY MACHINE COMING BACK AFTER YOU WALK OUT OF THE DOOR. AT UMIRACLE, WE BUILD HUNDREDS OF PC'S EVERY WEEK, WE TEST EVERY POSSIBLE COMBINATIONS OF SOFTWARE AND HARDWARE FOR COMPATIBILITY, AND WE STAND BEHIND YOUR PC'S LIFETIME LONG! WHY? BECAUSE WE LOVE YOUR PC AS MUCH AS YOU DO! COME BY AND VISIT ONE OF OUR STORES AND YOU WILL FIND OUT WHY YOU WILL BE THE WINNER!


have purchased most of our new hardware & software from UMiracle over the past few months, and these products have been very reliable. We have also utilized UMiracle's technical engineering staff in the product choosing process which is very good in suggesting a variety of choices and cost effectiveness. We choose UMiracle for its helpful and responsive sales team, knowledgeable technical staff, and overall competit pricing.

10 + ONE NETWORK SOLUTION

- TEN ASUS TX97 AMD-K6 200MHz WorkStations w/Licensed Windows 95 (10x$767)
- ONE ASUS P2L97 Pentium II 266MHz AGP File Server w/25 User Licensed NT4.0 Server ($275
  (See Previous Pages for Workstations and Server Configuration Details)
- ELEVEN Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed (11x$59)
- HP LaserJet 4000N Printer w/10BaseT Connection to Server ($1440)
- 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hub ($1115)
- APC Smart-UPS 420Net Un-interruptable Power Supply w/ Setup ($240)
- Up to 1100' Catalog5 100BaseT UTP Cabling (InWall w/ Plates - 11 Nodes) (11x$60)
- OnSite Windows NT WorkGroup Network Resources and Printer Setup (11x$60)

Recommended Options:
- Internet Access + EMail Solution
- Disaster Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 3 Month 24-Hour Response Service Maintainence Contract

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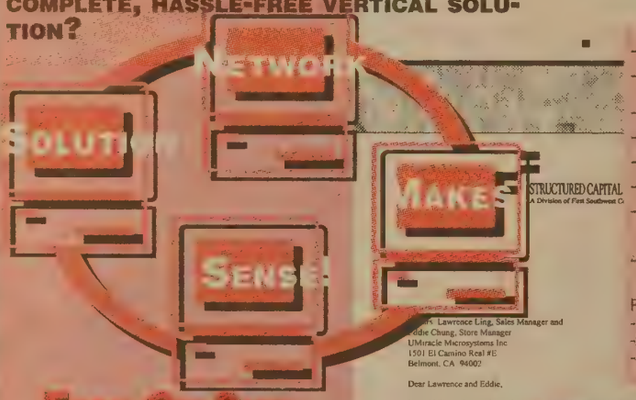
MIS GUYS, WE KNOW YOU ARE TIRED! YOUR COMPANY DEPENDS ON YOUR NETWORK AND YOUR NETWORK DEPENDS ON YOU! YOU ARE PAYING YOUR CONSULTANT TO EXPERIMENT WITH YOUR HARDWARE! YOUR HARDWARE PROVIDER IS CLAIMING YOUR PROBLEM IS SOFTWARE RELATED BUT YOUR SOFTWARE VENDOR SAYS IT IS NOT! AND YOUR BOSS IS PULLING YOUR HAIR!

YOU THOUGHT IT WAS EASY? WISH YOU HAVE KNOWN THE COMPATIBILITY PROBLEM FOR YOUR NON-RETURNABLE PURCHASE? WISH YOUR CONSULTANT HAVE KNOWN IT ALL?

DON'T YOU KNOW CONSULTANTS COME TO UMIRACLE WHEN THEY NEED HELP? DON'T YOU KNOW YOU CAN SAVE MONEY BY SKIPPING YOUR VAR? DON'T YOU KNOW YOU CAN SIT BACK AND RELAX IF UMIRACLE PROVIDES YOU A COMPLETE, HASSLE-FREE VERTICAL SOLUTION?



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Steven Kniep
Network Administrator

Lawrence Ling, Sales Manager and
Eddie Chung, Store Manager
UMiracle Microsystems Inc
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Belmont, CA 94002

Dear Lawrence and Eddie,

I would like to let you know how pleased we have been with UMiracle Microsystems. The quality of your systems, the speed with which you have allowed my firm to run more ...

My firm is an investment bankin... reliability of our systems is very ... low prices as well. Also, the kno...

Thanks again for your incredible ... your bots of the good work you a...

Sincerely,

Gregory J. Reiter
Vice President

20 + ONE NETWORK SOLUTION

- TWENTY Intel Anchorage w/Audio Pentium 200MMX WorkStations w/Licensed Win95 (20x$1117)
- ONE Intel Dakota DK440LX Pentium II File Server w/ Single 266MHz CPU ($3908) w/25 User Licensed NT4.0 Server with Dual 100BaseT PCI NICs each connected to 100BaseT hub for double thoroughput
  (See Previous Pages for Workstations and Server Configuration Details)
- TWENTY-TWO Intel EtherExpress 100BaseT PCL Network Interface Adapters Installed ($1298)
- HP LaserJet 4000N Printer w/10BaseT Connection to Server ($1440)
- TWO - 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hubs ($2230)
- APC Smart-UPS 620Net Un-interruptable Power Supply w/ Setup ($300)
- Up to 2100' Cat5 100BaseT UTP Cabling (InWall w/ Plates - 21 Nodes) (21x$60)
- OnSite Windows NT WorkGroup Network Printer and Resources Setup (21x$60)

Recommended Options:
-Internet Access + EMail Solution
-Disaster Recovery Backup Solution
-Fax Server Solution
-Network User + Administrator Training
-6 Month 24-Hour Response Service Maintainence Contract

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40 + ONE NETWORK SOLUTION

- FORTY Intel Anchorage w/Audio Pentium 233MMX WorkStations w/Licensed Win95 (40x$1148)
- ONE Intel R440LX Dual Pentium II 300MHz File Server w/45 User Licensed NT4.0 Server ($6346)
  (See Previous Pages for Workstations and Server Configuration Details)
- FORTY Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed (40x$59)
- ONE HP LaserJet 5SiMX 100Kpage Monthly DutyCycle •Network Printer ($3580)
- FOUR 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hubs (4x$1115)
- APC Smart-UPS 1000Net Un-interruptable Power Supply w/ Setup ($480)
- Up to 4100' Catalog5 100BaseT UTP Cabling (InWall w/ Plates - 41 Nodes plus Wiring Rack)
- OnSite Windows NT WorkGroup Network (41x$60) Printer & Resources Setup

Recommended Options:
-Internet Access + EMail Solution
-Disaster Recovery Backup Solution
-Fax Server Solution
-Network User + Administrator Training
-12 Month 24-Hour Response Service Maintainence Contract

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INTERNET ACCESS+EMAIL SOLUTION

INTERNET PROVIDES POWER TO BUSINESS USERS LIKE YOU! EXPLORING YOUR IDEA, GO TO INTERNET! RESEARCHING YOUR PROJECT, GO TO INTERNET! MAKING AN INTERNATIONAL CALL, GO TO INTERNET! ONCE YOU HAVE IT, YOU WILL HOOK ON IT. AND TO HOOK ON IT CHEAP, YOU NEED ISDN INTERNET ACCESS FROM UMIRACLE. WE WILL SETUP YOUR ISDN LINE, GET YOU THE RIGHT ROUTER, SETUP YOUR ISP ACCESS ACCOUNT, SETUP YOUR EMAIL ADDRESSES, CONFIGURE YOUR NETWORK WITH TCPIP PROCOTOL, ALL FOR ONE PACKAGE PRICE! PLEASE CALL 1888-NET-OKAY x 161 FOR DETAILS! (SOFTWARE+HARDWARE+ISP+SETUP LABOR)

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DON'T WAIT IN LINE FOR YOUR TURN TO FAX, DON'T HAND-WRITE YOUR COVER PAGE! FAX DIRECTLY FROM YOUR DESKTOP, NEATLY AND PROFESSIONALLY! WITH THE RIGHT FAX SOLUTION, YOU CAN RECEIVE YOUR FAX AND PRINT RIGHT TO YOUR LASER PRINTER, REPRINT YOUR 6 MONTHS OLD FAX, FAX YOUR DOCUMENTS FROM YOUR WINDOWS APPLICATION JUST LIKE PRINTING. ALL VIA ONE LINE, ONE MODEM! FORGET ABOUT BRINGNG A LINE AND A MODEM TO EVERY DESKTOP! WITH SOPHISTICATED FAX SERVER SOFTWARE AND UMIRACLE NETWORK SOLUTION TECHNICAL EXPERTISE, WE SURE CAN GET YOU THE BEST SOLUTION! PLEASE CALL 1888-NET-OKAY x 161 FOR DETAILS!
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DISASTER RECOVERY BACKUP SOLUTION

YOU THINK YOU GOT IT ALL BACKED UP? NOT UNTIL THE DAY YOUR SERVER CRASHES YOU WILL FIND OUT YOU HAVE TO 1.) TROUBLESHOOT AND REPLACE YOUR DEFECTIVE COMPONENTS, 2.) RELOAD YOUR NOS, DRIVERS, APPLICATIONS AND BACKUP SOFTWARE, 3.)RESTORE YOUR DATA FILES FROM BACKUP, 4.)RECONSTRUCT YOUR USER AND PRINTER ACCOUNTS, AND 5.)EXPECT MISSING AND CORRUPTED DATA HERE AND THERE! WHY? BECAUSE YOUR BACKUP SOFTWARE BACKS UP ONLY DATA FILES, NOT THE OPENED FILES, NOT THE SECURITY DATABASE NOR THE PARTITION INFORMATION! BACKUP SOFTWARE DON'T MAKE SENSE UNTIL NOW! WITH REPLICA V3 BY STAC, YOU CAN BACKUP YOUR HARDDRIVE PARTITIONS AS OBJECTS, RESCUE YOUR DISASTER WITH A REBOOT FROM A RECOVERY DISK, EVEN FROM A LOW-LEVEL-FORMATED HARDDRIVE, AND BRING YOUR SERVER UP IN HOURS! TO FIND OUT HOW WE CAN PROVIDE THIS SOLUTION, PLEASE CALL 1888-NET-OKAY x 161 FOR DETAILS! (SOFTWARE+HARDWARE+SETUP LABOR)

WE MONITOR THE TRENDS OF EVERY TECHNOLOGY IN THE INDUSTRY AND GET YOU THE BEST GUARANTEE WE WILL TAKE IT BACK IF IT DOESN'T WORK!

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Motherboard without CPU: Call for CPU Prices

A-BIT TX-5 512K TX Pentium/AMD K5/K6 DIMM+SIMM supported, Jumperless, onbrd PCI-IDE, I/O, FD, AT Form $88
A-BIT AX-5, same as above but in ATX Form $95
A-BIT LX-6 Pentium II Jumperless 440LX Motherboard, 168Pin DIMM, 1AGP +4 PCI+3 ISA slots, onbrd UIDE, I/O, FD, USB, Soft-Menu, ATX Form $135
ASUS TX97(L) 430TX Chipset, 512K, Pentium/AMD CPUs, 4 PCI+4 ISA, 168Pin DIMMx3, onbrd UIDE, I/O, AT form factor $130
ASUS TX97-E(L) same as TX97 w/168Pin DIMMx2+72PinSIMMx4 support $135
ASUS TX97-X(L) same as TX97 w/CreativeLabs Audio, ATX form factor $160
ASUS TX97-XE(L) same as TX97-X w/•DIMMx2+72PinSIMMx4 supt $165
ASUS P2L97 Intel Pentium II motherboard - 233-333Mhz support, 440LX AGPset, 5 PCI/2 ISA/1 AGP slots, DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format $160
ASUS P2L97-S same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI $235
ASUS P2L97-DS same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI and Dual Pentium II CPU support $389
Intel Anchorge AN430TX Pentium MMX motherboard - Yamaha OPL4 Audio, 512K, 430TX chpset, onbrd IDE, I/O, PS/2 + USBs, DIMM, ATX . $155
Intel Atlanta AL440LX Pentium II Motherboard - 233Mhz & above CPU support, 440LX AGPset, Yamaha OPL4 Audio,3 PCI/2 ISA/1 AGP slots, DIMM, I/O, UltraDMA PCI IDE, ATX format $175
Intel Dakota DK440LX Dual Pentium II Motherboard - 233Mhz & above Dual CPU support, 440LX AGPset,4 DIMM slots,Onbrd I/O,UltraDMA PCI IDE,onbrd Intel Pro100BT Ethernet and Adaptec 7895 Dual SCSI w/ RAIDport $525
Intel R440LX Server Platform Pentium II Motherboard - Dual PII CPU support, 4 DIMM (ECC 72Bit SDRAM) slots, Onbrd I/O, UltraDMA PCI IDE, onbrd Intel Pro 100BT Ethernet, Adaptec 7880 UW SCSI port, Cirrus Logic 5446 1MB onbrd VGA, Hardware Server Mgmt, and LANDesk Server Manager Software for NT and Netware $545
Intel Seattle 440BX Chipset 100MHz FrontSide Bus Pentium II Motherboard supporting 350MHz (100x3.5),400MHz (100x4) newest PII CPUs ..... $Call

CPU & Memory: (Prices Subject to Change without notice)

Intel Pentium® II processor 233MHz/266MHz/300/333MHz 512KCache $Call
Intel Pentium® II Deschutes (100MHz Bus) processor 350/400/450MHz $Call
Intel Pentium® II Celeron Pentium II based processor for EX Chipset .. $Call
Intel Pentium® Pro processor 256K/512K 180/200Mhz ..... $Call
Pentium® 166/200/233MHz/MMX CPU ..... $Call
AMD K5/K6 (3D)/Cyrix®6x86MX CPU ..... $Call
72Pin SIMM /168Pin DIMM/SDRAM/EDO/ECC/EEPROM ..... $Call
168Pin DIMM 100MHz for Intel BX Chipset ..... $Call

I/O Card, Controller Card

RaidPort AR01130 with 1MB Cache Hardware Raid 5 for Intel boards $320
Adaptec 2940U Ultra SCSI/2940UW SCSI Controller ..... $145/$175
Adaptec NEW 2940U2W Ultra2 SCSI PCI Controller $410
Adaptec AAA-131/AAA-133 RAID 5 Ultra-Wide SCSI-2 Multi-Channel Host Adaptor w/1MB Cache onbrd ..... $419/$619
Diamond Fireport 40 UW-SCSI PCI Controller Single/Dual Channel $160/260
External SCSI Cables/Terminator Centronic/Mini/UltraDensity 50/68Pin $Call

Network Card

Ethernet NE2000 ISA PnP/Softset 16Bit Combo/PCI Combo ..... $20/$25
Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT $59
3COM Etherlink III 3C509B Combo $65
3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo $75
3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI $65

Video Card

Trident 9685 Windows Accelerator PCI 2MB $35
Trident 9750 3D Windows Accelerator AGP 4MB SGRAM $59
ATI All-In-Wonder PRO - PCI 4MB/8MB AGP 4MB/8MB . $220/270/220/270
ATI Xpert@Work OEM - PCI 4MB/8MB AGP 4MB/8MB .. $122/163/122/163
ATI Xpert@Play OEM - PCI 4MB/8MB AGP 4MB/8MB ... $140/185/157/195
ATI 4MB memory upgrade for All-In-Wonder/@Work,@Play $40
Matrox MGA Millennium II WRAM PCI 4MB/8MB ..... $151/$208
Matrox MGA Millennium II WRAM AGP 4MB/8MB ..... $151/$208
Memory module for Millennium II 4MB/8MB/12MB ..... $85/$170/$235
Matrox MGA Mystique 220 2MB/4MB SGRAM OEM $75/99
Diamond Stealth 3D 2000 Pro PCI 2MB/4MB EDO DRAM ..... $50/$69
Diamond Stealth 3D 4000 AGP 2MB/4MB SGRAM ..... $65/$79
Diamond VIPER V330 PCI/AGP 4MB SGRAM $155
Diamond FIRE GL1000 Pro 4/8MB, 2/3DLabs Permedia2 Chpst . $145/$180
Creative Labs 3D Blaster VooDoo2 12MB 3D Accelerator ..... $Call

Monitor

14" ShamRock 1Kx768Nlx0.29DP Digital Control Pwr-Saving Monitor .. $132
15"/17" ShamRock 1280x1KNlx0.28DP Monitor ..... $179/$325
Hitachi NSA SuperScan Pro CM-500U 15" .28DP,1280x1024 ..... $289
Hitachi NSA SuperScan Pro CM-620U 17" .28DP,1280x1024 ..... $495
Hitachi NSA SuperScan Elite CM-630U 17" .22DP,1600x1280x69Hz $615
Hitachi NSA SuperScan Pro CM-751U 19" .22DP,1600x1200@75Hz $844
Hitachi NSA SuperScan Supreme CM-752U 19" .22DP,1.6kx1.2k@80Hz $1000
Hitachi NSA SuperScan Pro 800 21" .22DP,1600x1200x75Hz $1200
Hitachi NSA SuperScan Elite 802/802Plus 21" .22DP,1600x1280 $1199/$1350
Hitachi NSA SuperScan Supreme 803 21" .22DP,1800x1440 77Hz $1530
IIYAMA VisionMaster-17 MF-8617E 17" $505
IIYAMA VisionMaster-Pro 17 MT-9017E 17" Diamondtron Tube $545
IIYAMA VisionMaster 450 S-901GT 19" $765
IIYAMA VisionMaster-Pro 21 MT-9021E 21", Diamondtron $1085
IIYAMA VisionMaster-Pro 500 MT-9221 21", Diamondtron $1115
Sony 15"-100ES/100GS 17"-200ES/200GS/200PS 19"-400PS 21"-500PS ..... $315/$360/$595/$655/$800/$1000/$1655
Viewsonic E641/E655/15GA/15GS/17EA/17GA/17PS/PT770/PT775/GT770/G800/G810/PT813/G810/GT800/29GA/P810/P815/etc ..... $Call
NEC A500/E500/A700/E700 ..... $263/$330/$465/$655
Mitsubishi, Nokia, Others ..... $Call

Modem

Diamond Supra Max 56K V.90 internal PCI Fax Voice card $93
USR Sportster 33.6K Faxmodem Internal/External ..... $79/$97
USR Sportster 56K Faxmodem Internal/External ..... $133/$151
USR Sportster 56K Voice Faxmodem Internal/External ..... $153/$168
USR Sportster 56K V.90 Voice Faxmodem w/Spkfone Extrnl USB ready $Call

Floppy Drive Tape Backup

Floppy Drive 1.44M 3.5"/Teac 1.2M 5.25"/1.44M 3.5" ..... $20/$45/23
Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape $155
Colorado HP T4i 8GB, 62MB/min, SCSI-2, Travan TR-4, int., w/tape $355
Colorado HP 5GB IDE, 648K/s, 55MB/min, 2.5Gb native/5GB compressed Travan TR-4, int., w/tape $199
Colorado HP 5GB Travan Tape 1pack/2pack/5pack ..... $26/$50/$120
A:Drive LS-120MB Super FDrive 5X1.44FD spd, read/write 1.44MB $120
Iomega ZIP Drive 100MB w/disk ATAPI IDE -Internal $85
Iomega ZIP Drive 100MB w/disk SCSI-Internal/External ..... $115/$130
Iomega ZIP PLUS Drive 100MB w/disk SCSI /Parallel External $185
Iomega ZIP Disks single/three/six/ten pack ..... $17/$41/$75/$110
Iomega Jaz 1GB w/disk SCSI-Internal/External ..... $258/$270
Iomega Jaz 1GB Disks single/three pack ..... $112/$266
Iomega Jaz 2GB w/disk SCSI-Internal/External ..... $490/$516
Iomega Jaz 2GB Disks single/three pack ..... $146/$385
Tape Cartridge (1/2/5pack) TR1/3/4($24/46/112)($31/60/149)($35/68/167)
4mm DAT tape DDS1-90M/DDS2-120M/DDS3-125M ..... $6/$12/$24

Keyboard Mice

Mitsumi/KeyTronic104 Enhanced Win95 Keyboard ..... $12/$21
Focus 2001 104 Win95 Key Enhanced Click w/Cover $33
Natural Keyboard SK-6000 Win95 Key Enhanced/with Touch Pad $30/$49
MicroSoft Natural ELITE OEM Keyboard V2.0 for Win95/NT $53
MicroSoft Intellimouse with Wheel Serial/PS2 (with System ONLY) $25
Logitech FirstMousePlus with Wheel Serial/PS2 ..... $18
Logitech MousemanPlus 4 Button with Thumb+Wheel Serial/PS2 ..... $52
Logitech Cordless MousemanPro Serial/PS2 ..... $52
Logitech Trackman Marble/Trackman Marble FX Serial/PS2 ..... $68/$84

Software

MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System) $45/55/75
MS Windows 95 CD OSR2.5 /NT V4.0 Workstation w/IE4(w/System) $90/$180
MS Windows NT V4.0 Server with 5 User/25User License OEM $650/1350
MS BackOffice Small Business Server 4.0 with 5 Access License OEM $1280
MS Office 97 Small Business Ed./Professional Ed. ..... $199/$550
MS HomeEssential 98 - Word97/Works 97/Money98/Encarta98 Encyclopedia Std/Greeting Workshop/InternetExplorer3.02 ..... $95
Tegam Anti-V for Windows 95 Single User $65

Chassis/Powersupply/Case

GigiStar Series Full Tower 250W AT/ATX ..... $80/$89
GigiStar Series Medium Tower 250W AT/ATX ..... $60/$70
GigiStar Series Mini Tower/DeskTop AT 230W ..... $40/$45
Server Enclosure KS-1400 w/ Dual Redundant Hot-Swappable 300Wx2 PowerSupply, Full-size AT, Baby AT, oversize AT based boards,14-5.25" drive bays, Twelve slots, "snap-in" drive rails, 8 cooling fans, Dims: (DxWxH) 20.5"x16.25"x23.75" $910
RAID Drive Enclosure KS-1000 w/ Dual Redundant Hot-Swappable 300Wx2 PS, 10 Half-Height 5.25" or 5 Full hright 5.25" Front Access Drive Bays, 2 Blow-out Fans, Heavy-Duty All-Steel construction, Dims: 19.5" x 10" x 24" (DxWxH) $699
Kingston DataSilo Steel 9-Bay Tower- world's most rugged & reliable harddrive enclosure, 9 half-height, 300W load sharing hot swappable Power supplies(2), hot-swappable fans, with UWide SCSI connections(mf#DS500-S9TW) $1189
Kingston DataExpress Steel Enclosures for half-height bays for DataSilo Enclosure (mf#DE100I-SW) $159
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height ..... $60/$90
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator $150
Power Supply PS2 Type 230W/250W/300W ..... $28/$35/$85
Power Supply ATX Type 235W/250W/300W ..... $55/$40/$85
486/P5/P6 CPU Cooling Ball-Bearing Fan w/heat sink ..... $6/$10/$18
Chassis Second Cooling Fan 3" or 3.5" $10
Printer Cable 6"/10"/15"/25" $5/7/10/16

CD-ROM Drive

Toshiba XM-6102B 24X Speed Internal ATAPI IDE CD ROM $65
Toshiba XM-6202B 32X Speed Internal ATAPI IDE CD ROM $75
Mitsumi 24X VariableSpeed Internal ATAPI IDE CD-ROM $62
Mitsumi 32X VariableSpeed Internal ATAPI IDE CD-ROM $72
Toshiba XM-6201B 32X Speed Internal SCSI CD ROM $95
Plextor UltraPlex 14/32XSpeed, 2100-4800Kb/sec, Fast SCSI2, 95ms seek, 512K Buffer, SCAM, w/Tray, PX-32TSI internal $189
DVD/CD Recorder/Re-Writer Internal/External ..... $Call

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Yamaha 3D Stereo PCI Sound Card $40
Sound Blaster 16 PnP OEM $65
Sound Blaster AWE64 PnP Value OEM $70
Sound Blaster AWE64 GOLD PnP w/ IDE interface Retail $169

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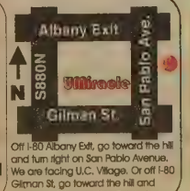

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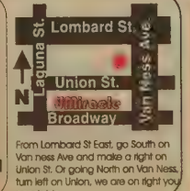

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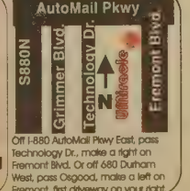

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How BMUG Can Get You A Better Job

continued from page 124

Saturday, at the BMUG office, from 1-5 pm. Volunteers get to learn the intricacies of troubleshooting both hardware and software problems on every Mac from the 128 to the latest G3.

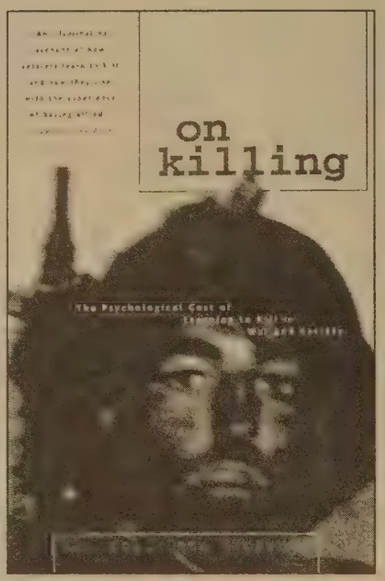
On any given Saturday, members will bring their computers in for hard drive recovery, hardware repair, system reinstallation, extension troubleshooting, help getting on the Internet, as well as general and specific training. Anywhere from ten to twenty volunteers show up each and every Saturday to help each other and those who come in seeking help from the "experts."

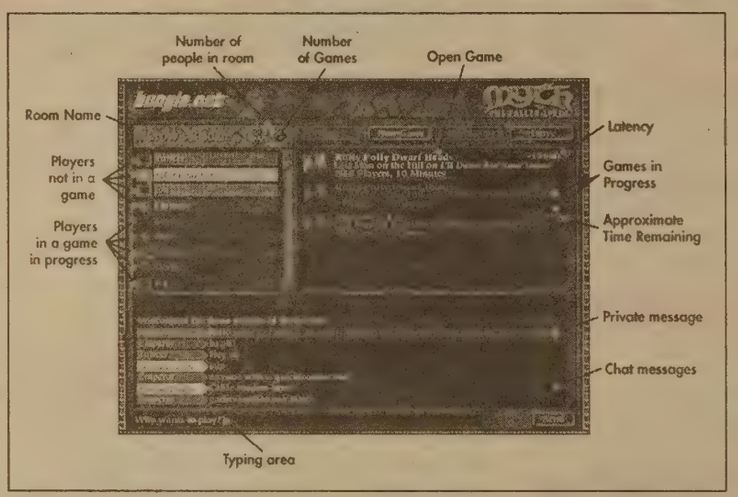
I led the Saturday Clinics more than five years ago. The computer and people skills I gained there help me every day in my consulting practice. In fact, one of the ways in which my company trains new technicians is to send them to BMUG clinics (we pay them to volunteer!) because the training is better than just about anything else we could do for them.

You can also come to BMUG main meetings where all questions are answered in a friendly environment. Lastly, there are SIGs, or Special Interest Groups that meet regularly around specific topics. (check our Web site at *www.bmug.org* for details on times and places for meetings and SIGs.)

Step 3: Volunteer Online. If you can't make it to the BMUG office to volunteer, you still have an option: You can volunteer online on BMUG's BBS, Planet BMUG. Planet BMUG can be reached from anywhere in the world via the Internet. We have members all over the world who log in to volunteer their time and knowledge. Planet has online conferences on such diverse topics as Hardware, System Software, Mac Net Admin, Desktop Publishing, Scripting, Programming, Web Authoring, and many other conferences. Hundreds of conference regulars, some of whom live in other countries, log-in daily to ask and answer questions in these conferences. In a world of hype about online community, Planet BMUG provides one of the few true communities of people who freely help each other and rarely, if ever use words like, "cyberspace."

Join BMUG, and use the resources it provides to help yourself. The trick, of course is that in so doing, you will be helping others. And that is the point!





Clockwise from top left: *On Killing*—summarizing between simulated and real violence; *Myth*—violence in the "same old fantasy lands;" and Bungie.net—*Myth* "online play."

Would You Like To Play A Game?

By Sam Penrose

After I finish this column, I'll celebrate by playing a round or two of *Myth*, a justly acclaimed new game from Bungie Software.

In *Myth*, you direct little armies around a series of landscapes rendered in stunning three-dimensional detail. Hills look like hills and rivers looks like rivers. Characters cast shadows and rain falls. Once a fight starts, arrows arch, blood splatters, and grenades scatter not just shrapnel, but burnt powder and the debris of previous explosions.

The enemy forces, while somewhat predictable, exhibit enough "intelligence" to conjure a ghost in your machine. The robustness of *Myth*'s physics model, the incredible detail of its rendering, and the responsiveness of its characters make you feel like you're in a "real" world.

A look at older computer games shows that even the most primitive also work by creating a little world. Think of the archetypal game Pong, which simulated a ping-pong board with a black and white screen of only a few dozen pixels. Pong worked because your mind grasped the physics: The angle at which the one-pixel "ball" bounced off your "paddle" was equal to the angle at which it had come in, just as a real ping-pong ball bounces off a real paddle. People found even that crude level of verisimilitude absorbing enough to while away hours.

Twenty years later, two dimensions have become three, and one-bit screens have given way to sixteen-bit animated worlds. Unfortunately, the worlds that get animated were mostly invented fifty years ago by fiction writers.

The world of *Myth* is Tolkien's Middle Earth leavened with some Dungeons and Dragons (itself based largely on Tolkien). Bungie's previous games, the *Marathon* series, were set in a galaxy far, far away that would have looked familiar to Robert Heinlein, who was born four years after powered flight. Like most other game companies, Bungie devotes its tremendous creativity and the power of modern computers not to taking us someplace new, but to the ever-more realistic depiction of violence in the same old fantasy lands.

Beyond ethical implications (David Grossman's excellent book *On Killing* summarizes some of the relationships between simulated and real violence) and matters of taste, this gets old. It seems to be as much a limit of the genre as of Bungie's software makers. Most realistic-physics games are about slaughter. The remainder are mostly flight or sports simulators, and most of the flight simulators depend on combat. Maxis has done interesting things with its Sim series, but their physics cast you as a deus ex machina rather than putting you in the scene; they just don't tickle the same nerves.

Of course, the most popular computer games by far, *Myst* and its sequel *Riven*, don't involve slaughter. Like the physics games, *Myst* and *Riven* offer richly life-like visual (and auditory) backdrops, but you play the game by unraveling a story rather than shooting everything that moves.

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How BMUG Can Get You A Better Job

Riven has essentially become like a feature film in its budget, production values, and audience—even the *New York Times* pays attention.

While *Riven* is the state of the art in computer games, I don't believe it shows us the future. It gets by with a humdrum story by creating a luscious sense of place. This is wonderful, but I don't think there are that many invented places we want to go. I imagine we will see competitors set on deserted spaceships (drawing on *2001*) and distopian cities (*Blade Runner*).

Such visual world-making is heavily dependent on a balance of familiarity and novelty, and the novelty is already starting to wear off. With every new milieu, the genre will reveal more underlying flimsiness in the two critical dimensions of physics and story. The physics of these games are static and mouse-driven; you can only search for so many secret doors or click on so many levers before you lose interest. The stories in turn are hokey and thin, which becomes a problem when the game player is no longer dazzled by the visuals and general novelty of the experience.

Great stories are in short supply in mature arts like film and the novel; it's hard to imagine that the gaming industry will have better luck.

Fans of *Myth* and similar games like *Doom* may protest that I have ignored its best feature: Online play. Bungie has created a serious network infrastructure, bungie.net, which allows anyone with a copy of *Myth* and a 28.8 or better Internet connection to enjoy a playable game against other people, whose opposition is much more "intelligent"—especially when they are committing blunders—than the reaction routines built into the computer-generated enemy.

The ultimate attraction of *Myth*'s world is that it can contain real people. It's simply more fun to blow up your friends than some program that doesn't care if it gets you next time.

Interestingly, *Myst* and *Riven* create an immersive experience that depends on the absence of "other people." When *Myst* became a huge hit, its competition was a bunch of games that played different QuickTime clips of Margot Kidder depending on where you clicked. The clips were cheesy, and the games bombed. *Myst* was designed around the brilliant perception that the then-current technology could evoke that critical sense of "other people" most effectively by trading on tantalizing, beautifully-rendered signs of their near-presence rather than inadequate representations of their "actual" presence.

The physics game *Myth* is at its most "life-like," its most absorbing, when you DUCK!!! because THAT GUY IS THROWING A GRENADE AT ME!!! The story games *Myst* and *Riven* are at their most life-like/absorbing when you yearn from the realization that she is so close, just across that bridge, beyond that door...

Perhaps the best hope of story-game makers is to create a market like those for detective and romance fiction; a group of people who will pay for endless small variations on the same basic set of stimuli.

What is the future of computer games? Will the tremendous power of today's machines to render sight and sound lead to tremendous new worlds? Will they expand the strategies used by the physics games, the story games, or turn to something else entirely?

The best guess I know of dates from 1992. Next month we'll look at how it compares to what's been realized in 1998. If you have a guess or want to point out a current game that offers a compelling alternative to the *Myth/Doom* or *Myst/Riven* worlds, email us at *MicroTimes_Column@bmug.org* . ◆

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On Killing : The Psychological Cost of Learning to Kill in War and Society
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Little, Brown & Co. 1996.

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Victory In Spam Wars

"Too Many Spammers Had Gotten Off Scot-free. We Made One Pay."

By John S. Quarterman

A lawsuit is a lot of work. As someone asked me, "What do you get out of this, other than a chance to fight evil?" A precedent, we hope.

Back in July 1997 I reported in "Texans Sue Spammer" about our ongoing lawsuit against a particularly egregious spammer (*www.microtimes.com/166/internet.html*).

Here's what's happened since then. Most of the story is in our Web pages (*www.zilker.net/nospam/*). Since we sold that ISP, Zilker Internet Park, to Jump Point Communications (*www.jump.net/*), we have also arranged for a more permanent URL to be available, (*www.mids.org/nospam/*).

In this column I am often going to say "we," since I am discussing a lawsuit in which I was one of several plaintiffs. I think in many cases the other plaintiffs hold similar opinions to mine, and thus the "we" may often be literally correct. However, I alone am writing this column, so my opinions as expressed herein cannot be taken to represent the other plaintiffs.

The Spam

You may have also gotten an offer for FREE CASH GRANTS in early 1997. This was the spam that caused us to file suit.

We were:

- Tracy LaQuey Parker, Patrick Parker, and Pete Rauch, owners of the *flowers.com* domain. The spam had a forged From: address involving the *flowers.com* domain, causing much hate mail and many bounced messages to wind up in Tracy's mailbox.
- Smoot Carl-Mitchell and John S. Quarterman, principal owners of Zilker Internet Park, which hosted the *flowers.com* domain. We had to spend quite a bit of time cleaning up after the spam, which not only affected *flowers.com* but also clogged the ISP's mail queues for at least half a day and thus affected mail service for all of the ISP's customers.
- Gene Crick for the Texas Internet Service Providers' Association (TISPA). Jon Lebkowsky and David Smith for EFF–Austin. TISPA and EFF–Austin were associational plaintiffs, acting to protect their members' interests against spam.
- We were represented by Pete Kennedy and Roger Williams of George, Donaldson, and Ford.

The Lawsuit

We filed the lawsuit 27 May 1997. The defendants were C.N. Enterprises and Craig Nowak of San Diego, California. We knew who they were because the spam said so. Not to mention the fact that he admitted it on the telephone. Also, we had an agent in San Diego meet Nowak and confirm that he was associated with the spam.

For the actual text of the lawsuit and other legal documents in this case, plus press releases, contact information, and pointers to copious anti-spam information, see the URL already cited, or the above-mentioned previous column on those subjects.

A lawsuit is a lot of work. As someone asked me, "What do you get out out of this, other than a chance to fight evil?" A precedent, we hope. The lawsuit has been rather well publicized, everywhere from Australia to the U.K., in U.S. newspapers ranging from the *San Jose Mercury News* and the *New York Times* to the *Austin American-Statesman* and the *Austin Chronicle*; in computer trade publications ranging from *Wired* to *PC Week* and *Computer World*; in legal publications including the *Chicago Daily Law Bulletin*; and online in CNET and CNN.

The Temporary Injunction

On 18 September 1997, a judge agreed with us and granted a temporary injunction against the defendant.

The Judgment

On 10 November 1997, a judge granted a judgment for us, the plaintiffs. The defendants were ordered to pay $13,910 in damages plus $5,000 in attorney's fees, for a total of $18,910.

Incidentally, these damages were for actual expenses occurred, not for intangible items like the damage to the good name of *flowers.com* or Zilker Internet Park, and not for punitive damages.

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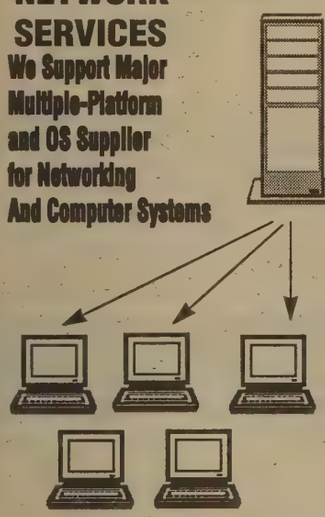

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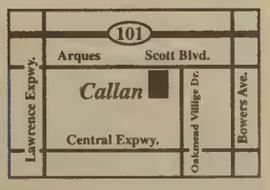

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Other lawsuits might be able to recover these types of damages; we just didn't try to test it.

Nowak filed a paper answer to the lawsuit, but never did show up at any of the hearings.

Settlement

You might think that if someone were ordered by a court to pay $13,000 from a "business" that spammers claim pays them many thousands of dollars a year, that the easiest way out would be simply to pay up and be done with it. That's not what the defendant in this case chose to do. Instead, he called several of us repeatedly on the telephone and tried to wheedle us into believing that he was a poor college student with no money who would have to declare bankruptcy rather than to pay. The practically unanimous opinion of almost everybody who heard about the judgment, by the way, was that we should bankrupt him. However, maybe his wheedling had some effect on some of us.

We chose to settle for a smaller amount and be done with it. This was a practical decision based on diminishing returns. After all, we had already gotten very good results (publicity, a judgment, an injunction, and disgorgement of profits) with relatively minor investment; the additional return (driving Nowak into bankruptcy or getting a few hundred more dollars in a settlement) would have meant a lot less, and would have taken a lot more investment of time and expense.

There was some contention on this point. However, the consensus seemed to be that the important point would be that he paid anything at all, not how much. Too many spammers had gotten off scot-free. We made one pay.

We did get relatively copious paperwork from Nowak (slowly, in several pieces) stating what income he had supposedly derived from his spam. Naturally, we had had people order from his spam so that we could check what he sent us to see if those orders were in it. As far as we could determine, we extracted from Nowak more money than he made with his spam, so he had to deal with a lawsuit and give up the money he made, plus he has sworn off spamming. Not to mention he is under a permanent injunction not to forge return addresses, and if he does he can be held in contempt.

Incidentally, if the paperwork Nowak sent us is correct about how much he made off the spam that is the subject of our lawsuit, he cost us about 15 times what he made, which is an indication of

These damages were for actual expenses occurred, not for intangible items like the damage to the good name of flowers.com or Zilker Internet Park, and not for punitive damages. Other lawsuits might be able to recover these types of damages; we just didn't try to test it.

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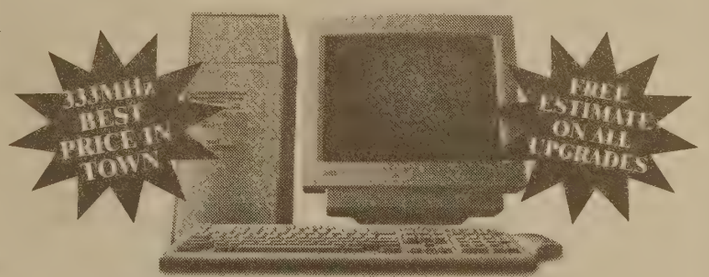

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just how nasty spam is. And that's only counting what it cost us the plaintiffs, not adding in what it cost all the other recipients of the spam messages, and the other ISPs from here to Australia that were adversely affected. As I've said before, spam is not commerce; spam is stealing.

To make a long story short, after protracted negotiations, we agreed to an actual settlement of $1,000.

Payment

We finally got money orders for $500 each (total $1000) from Nowak on 20 February 1998. By 8 March 1998 they had actually cleared the bank, so we considered him to have paid.

Spamming Again?

Remember, all this time Craig Nowak had been whining to us about how he was a poor college student and could we have mercy on him.

Imagine our surprise when we found his name associated with somebody else's anti-spam lawsuit. On 26 January 1998, *hotmail.com* sent out a press release saying they were suing eight spammers who had forged return addresses at *hotmail.com*. One of them is based in El Cajon, California. There are other reasons to suspect that one or more of the eight spammers may be related to Nowak. Since hotmail is still litigating, it is best not to say more here.

I will say we weren't all that surprised, since we had observed quite a few spams with quite a few characteristics suspiciously similar to those we knew to have come from Craig Nowak and C.N. Enterprises. Nonetheless, we had chosen to believe Mr. Nowak and to settle, for the reasons mentioned above.

Was Our Lawsuit Worth It?

Especially if the spammer has actually continued to spam, was our lawsuit worth it?

I think yes. It did set a precedent, and is serving as a landmark case. Several other anti-spam lawsuits have used ours as a model. Our lawsuit has even been mentioned on the main mailing list for the Internet Engineering Task Force (IETF) as an example indicating that legal actions can be taken against spammers if the victims will just do it.

Meanwhile, Washington state has passed a law outlawing sending electronic mail with forged return addresses. (See *www.seattletimes.com/news/local/html98/junk_032698.html* and *http://db.netbitsnet/getbits.acgi?nbart=04488*). We don't know if this law was related to our case, but it may well have been. The law would permit recipients of such mail to collect up to $500 per messages, and affected ISPs up to $1000 per message. That could put a hole in a spammer's wallet.

Meanwhile, other spam lawsuits are beginning to bear fruit. According to the New York Times of 29 March 1998, Sanford "Spamford" Wallace, one of the most notorious spammers, agreed to pay $2 million "to settle the last of several lawsuits brought by Internet providers against him and his company, Cyber Promotion Inc. Wallace indicated that legal battles have 'put Cyber out of the spamming business.'" Maybe it will stay out of business.

And if it turns out Mr. Nowak can be connected with later spam, it will be very hard for him to succeed in convincing anybody else with the "poor student" line. ◆

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SuperStack II Switch 3000 5-pt 100BFX 6,022
SuperStack II Desktop Switch 24TP,1 100BTX 1,247
SuperStack II Switch 320 12 10BT, 2 10/100BTX 726
OfficeConnect Switch 140 4-10BT,1-100TX 745
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet 1,253
IntraStack 6014 DSB 12 10/100 ports 2,455
BayStack 301 22 10BT, 2 100BTX 2,727
BayStack 302 8-10BT, 1-100BTX 1,772
BayStack 303 24 10BT, 1 10/100BTX 1,138
BayStack 304 12 10BT, 1 10/100BTX 906
BayStack 350T 16PT 10/100BaseTX switch 1,897
BayStack 350F-HD 24PT 10/100BaseTX switch 3,414
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CATALYST 1924 24 10BaseT,2-100BTX 1,596
CATALYST 1924 24 10BastT, 2-100BTX RMON 2,147
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AdvanceStack Switch 224 24-10BT, 1-100BTX 1,201
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ES500MSI Stack interface Module to stack 2 switch 208

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Windows NT Agent for ARCserve 330
NetWare Server Suite(Arcserve, Faxserve, Inoculan) 615
Open File Agent for NW/Disaster Recovery 426/324
SEAGATE Backup Exec 1 Server 25 Users 329
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LanDesk Server Manager Pro 864

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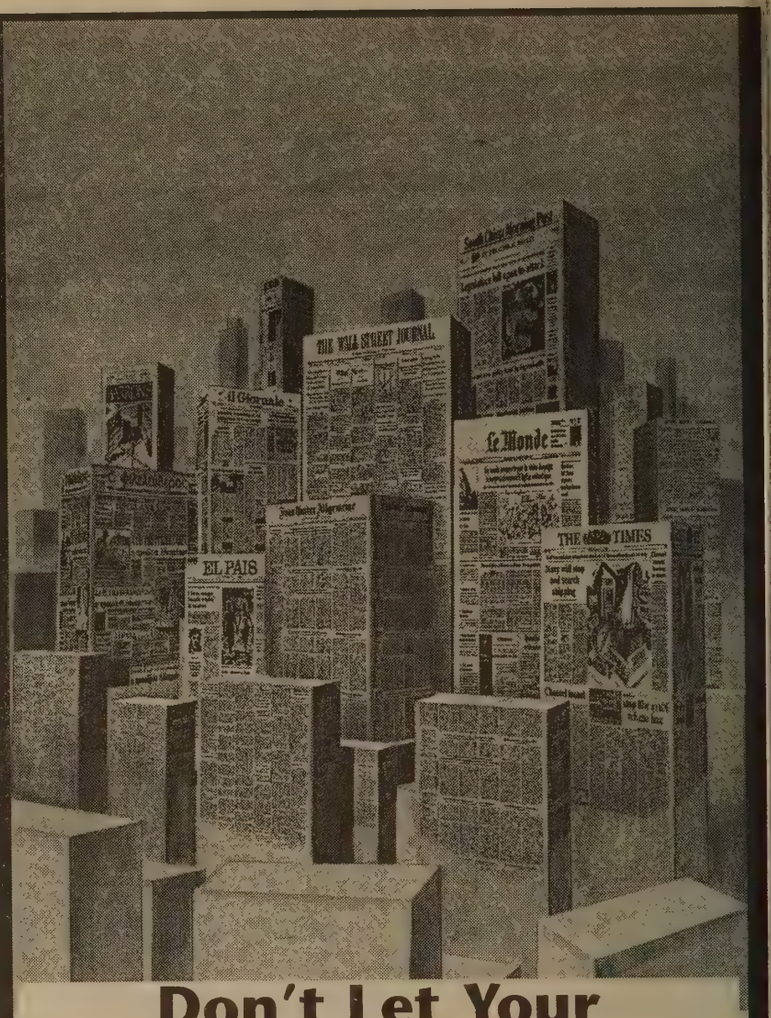

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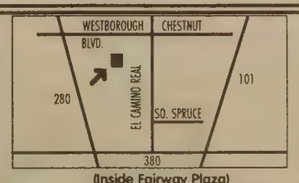

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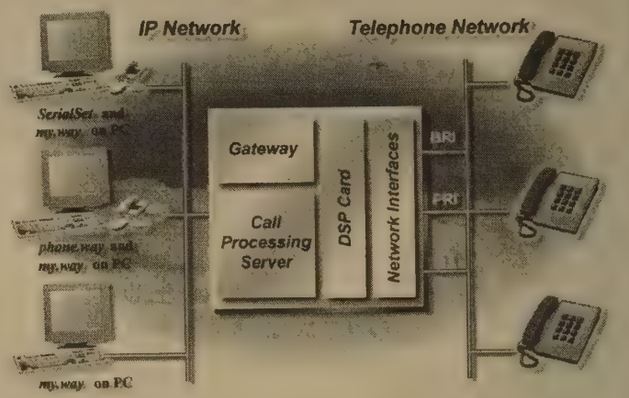


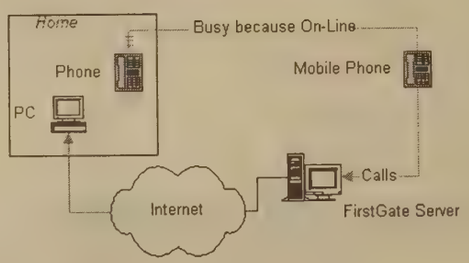
Report From ISPCON

ISPs Scramble To Offer New Services

By Bill Gram-Reefer

The idea, of course, is to turn their thousands of customers paying $19.95 per month for basic IP access into thousands of customers paying $30 or $50 per month for basic IP plus add-on services.

FirstGate Solution: Blocked Phone Line



Two ISPs offering Voice-over-IP service: FirstGate (above) allows users to send a voice message as a .WAV file attached to an email, while Vienna.way (above right) translates a voice call from the telephone system to Internet protocol for transport over the Internet.

Internet Service Providers are scrambling to build revenue and differentiate themselves in a crowded and competitive marketplace, adding a variety of new services to augment the plain old Internet connection they currently offer subscribers.

In fact, many of the exhibitors at ISPCON Spring '98 were hawking voice and fax messaging, groupware, and specialty branded browsers to ISPs looking for ways to build a bridge to a profitable future. Here's a look at some of the value-added services your local, regional, or national ISP will be offering to keep you as a customer. The idea, of course, is to turn their thousands of customers paying $19.95 per month for basic IP access into thousands of customers paying $30 or $50 per month for basic IP plus add-on services.

FirstGate

ITServ's FirstGate (*www.itserv.com*) is a telephone-to-email voice-mail messaging solution. ISPs can offer this to their own subscribers, who would enroll by establishing a UserID and PIN with the service.

Next, users would build a list of recipients to whom they want to send voice messages. This directory includes nicknames and the email addresses of the recipients. You can edit your directory and account information over the phone or via a Web site.

Once setup is complete, you can call the FirstGate system from any telephone to send a voice message as email to recipients on your list, or to other FirstGate subscribers if you know their UserID. While on the phone you simply enter the nickname of the person or group(s) you wish to send a message to, then record your message. FirstGate then compresses your voice message into a .WAV file, attaches it to an email, and sends it to the designated recipient's email address(es).

FirstGate could be an ideal solution for overseas communication and for sales forces. ISPs could provide their customers with a low-cost way to send voice messages overseas through email without having to have a computer. Alternatively, ISPs could provide corporate sales teams with the ability to quickly send important personal voice messages to hundreds of people. Forget to send that email before you left for the airport? Just call the FirstGate number supplied by your ISP and send your message as a voicemail.

Vienna.way

Another company in the Voice-over-IP (VoIP) hunt is Vienna Systems with its Vienna.way application (*www.viennasys.com*).

In this model, the Vienna.way gateway in Los Angeles is connected to the local public telephone network via a network interface card. This card communicates with a DSP card that translates the voice call from the telephone system to Internet protocol for transport over the Internet. A call processing server on the network sets up the call and routes it to another gateway in London, where the process is reversed. The processing server also keeps track of the calling/called phone numbers and call duration to allow the ISP to track the call for billing purposes; local usage charges may apply if the call is placed outside of some local calling area.

The same process can be applied to fax. So you could send a fax to a local, toll-free number, and the fax gets sent over the Internet to some remote gateway that then completes the call on the local public network from the Central Office closest to the destination.

A sort of peering or aggregation of gateways could sprout up—an ISP in San Francisco could have a working arrangement with multiple ISPs in Caracas or Taiwan to accept and send each other's calls so as to avoid having to have actual presence in each destination country.

FaxStorm

Another example of Fax over IP comes from NetCentric. Its FaxStorm Internet Fax Service package (*www.FaxStorm.com*) enables ISPs to package and deliver carrier-class service offerings, such as individual and broadcast faxing, fax to email, email to fax, electronic fax mailboxes, and

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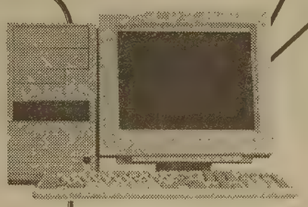

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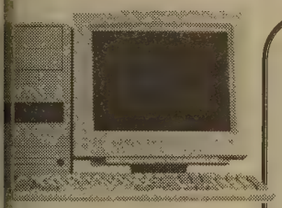

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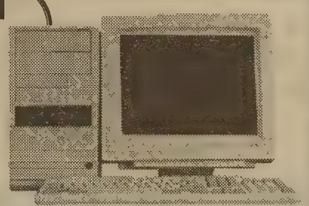

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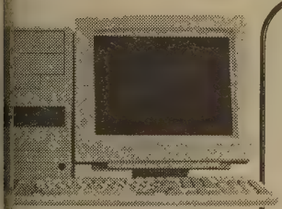

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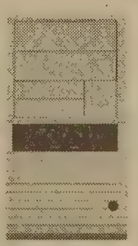

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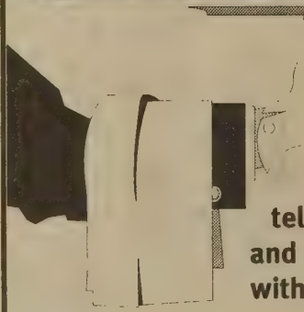

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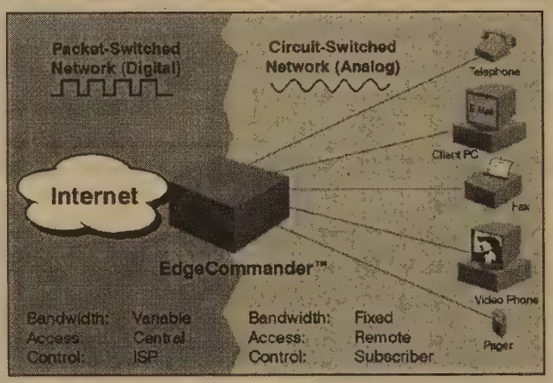
EdgeCommander

ISPs will also be taking a hard look at MediaGate's new EdgeCommander Universal Edge Server (*www.mediagate.com*), a new breed of remote access server that combines telephony with traditional remote access capabilities.

The key component of the server is MediaGate's iPost Universal Messaging software, available on each port. When an ISP provisions its network with MediaGate's server software, the iPost component enables subscribers to select how they want to retrieve their messages. Users could choose to listen to their email messages via telephone, view their faxes from their Web browser, or listen to their voicemail messages from within their email client. iPost also allows subscribers to opt for pager notification of new messages, selectable by message type. All this in addition to remote access services, including access to databases and IP transport to other remote sites.



FaxStorm (top) enables ISPs to package and deliver carrier-class fax service on the Internet. EdgeCommander (above) allows the user to choose the form in which they receive their messages.

Here's what an ISP, CLEC or independent telephone company is looking at to install MediaGate's EdgeCommander with iPost. Pricing starts at $19,995 for a 24-port EdgeCommander system; a 96-port version is offered at $43,795 and $70 per user for the iPost license. For a limited time, MediaGate is including 1,000 iPost user licenses with every 96-port EdgeCommander.

That's the pricing for the ISP. It will be interesting to see how they amortize the price of such services across their own subscriber base. Are you willing to pay at least $100 more per year to be able to listen to your email messages from a phone when you are away from your computer, or when your laptop's battery loses its charge? Will larger ISPs be able to offer better "volume pricing" than smaller ones? Who do you call?

Another matter is how ISPs are thinking about billing these long distance and international calls. I spoke to one vendor during ISPCON Spring '98 who told me that unlimited VoIP or FoIP could probably be offered profitably by even a medium-sized (5,000 customer) ISP at around $30–$45 per month in addition to basic IP service.

However, he indicated, that—of all people—ISPs are taking off their shoes so they have more digits to help them count the ways in which they can

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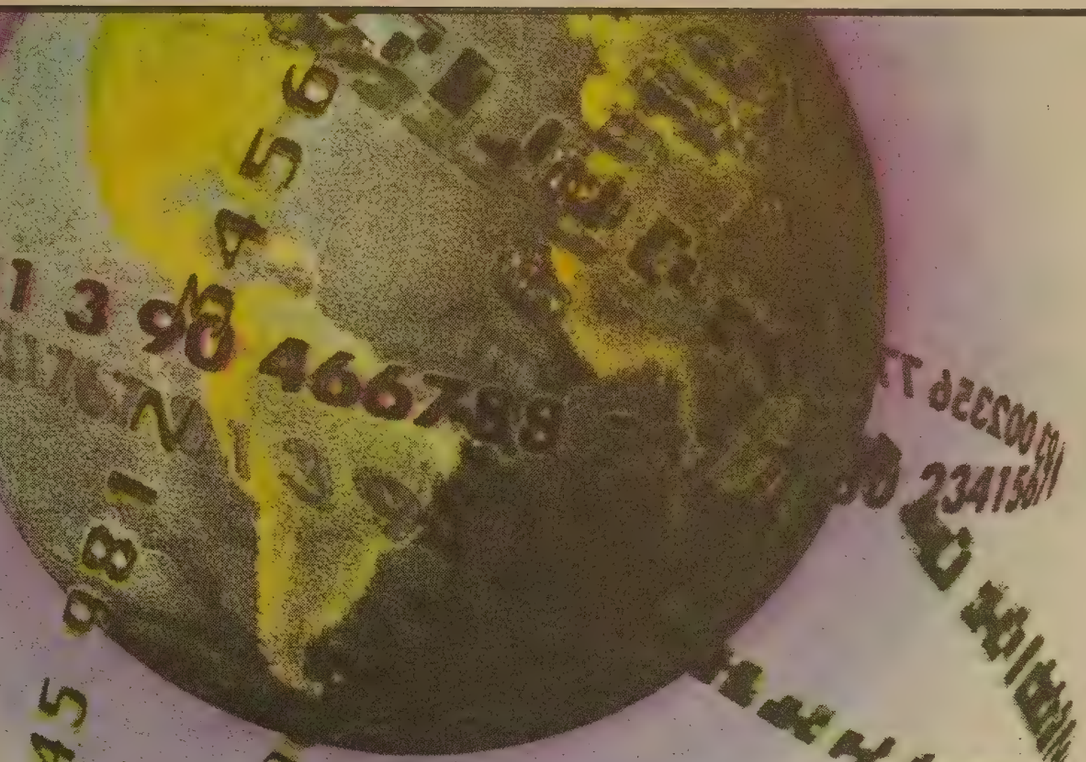

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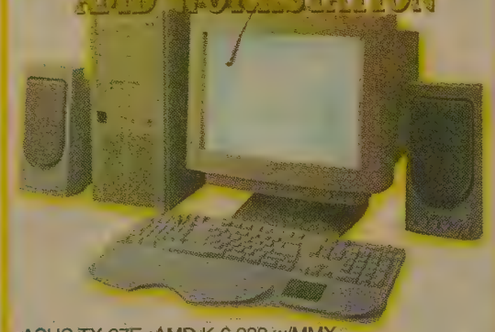

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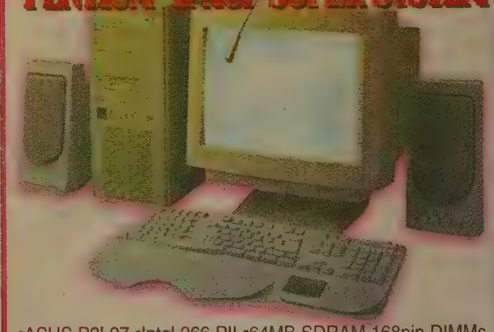

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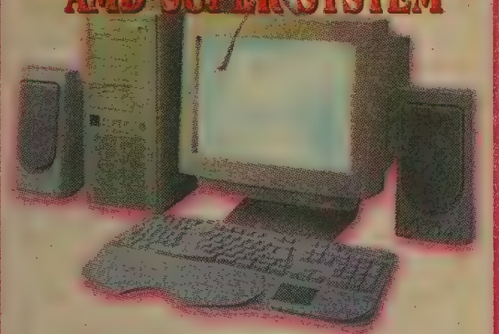

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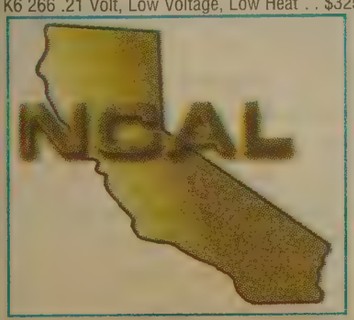

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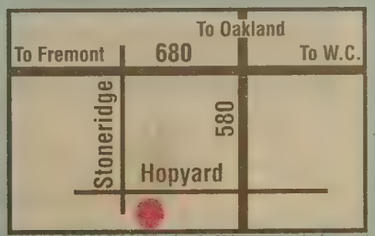

continued from page 146

charge subscribers just like the Baby Bells and Long-Distance companies do, by billing VoIP and FoIP calls with some per-minute charge. I heard a three- to five-cent per minute charge depending on whether it was local, toll, long-distance, or internal; including a penny-per-minute kick-back to the ISP generating the call.

Take those ISP out back and shoot 'em. And include a check shot to the head. They'll be dead soon anyway at the hands of competitors that figure out that per-minute price models are dinosaurs handed down from monopolist-minded telcos and regulators with nothing more to do than dream up tariffs.

VocalTec

More familiar players include VocalTec (*www.vocaltec.com*). They also offer a Telephony Gateway that includes phone-to-phone, fax-to-fax, PC-to-phone, and Web-to-phone calling over the Internet or corporate intranet.

You may already know them as developer of Internet Phone, now in Release 5. This is a consumer product that lets you talk for free over the Internet to people around the world. This $49.95 client includes a two-user license so you can pass one along to someone you call frequently. But instead of just messaging, Internet Phone lets you have live conversation, send and receive video, exchange files, use text chat, whiteboards, and voice mail. It even lets you call regular phones from your PC. Kind of a telephony-based BBS. Internet Phone includes Caller ID, Call Waiting, Muting, Blocking and Directory Assistance. Available now for Windows and NT, a 14-day trial beta for version 3.5 is also available for download for MacOS.

HotOffice

ISPs will also have an opportunity to offer additional services other than VoIP or FoIP. HotOffice Technologies (*www.hotoffice.com*) offers anytime-anywhere officing.

HotOffice is a prepackaged intranet that ISPs could offer small to medium-sized corporate customers. Included are online conferencing and bulletin board, document publishing and sharing, Internet phone, travel calendar that includes scheduling and ticketing capabilities, multi-level security, and e-mail. A simple management center lets the Ratberts of the world set up user names and privileges, create departments and projects, and otherwise customize the HotOffice for any corporate need. HotOffice looks like a profitable turnkey business solution that will make any ISP's service more profitable as it provides customers with a secure communications tool subscribers can use to grow their business.

Portals

Portal products are also the rave these days with ISPs. For instance, your next ISP may provide you with a personalized version of Microsoft Explorer whose homepage takes you directly to Planet Direct (*www.planetdirect.com*) content.

By partnering with Planet Direct, ISPs are able to send subscribers a startup CD that features an install application plus a multimedia Internet tutorial. Once customers get set up simply and without headaches, ISPs will also have provided an organized and customizable portal to the Internet that includes 15 areas of major interest—jobs, sports, money, and news sites, all on one easy-to-use homepage.

The Planet Direct site offers over 30,000 links to local information specific to zip codes of ISP subscribers. Other features on the Planet Direct site include a calendar and reminder feature and a per-

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sonal contact manager, community-oriented chat rooms, discussion groups, member-created homepages, and an instant-messaging tool similar to AOL's that lets subscribers send quick notes to friends already online.

Planet Direct's built-in content includes navigation links to Reuters, Travelocity, Reel, ZDNet, Lycos, Whowhere?, The Weather Channel, Sportsnetwork.com, The Mining Company, CitySearch, GeoCities, and Barnes and Noble.

A new twist on this theme was announced at ISPCON Spring '98 by Bigfoot, the huge Web-based online directory service. Neo-Planet is positioned as a new portal strategy both for Bigfoot and ISPs that partner with them. The race is on to get people entering the Internet to use your own fast lane. Advertising, of course, drives this, as the game becomes how to make getting on the Internet simple, quick, and entertaining.

Neo-Planet is actually a preformatted Web browser that runs on top of Microsoft Web browsing technology embedded in the Windows OS so it can present Web pages within its alternative browsing environment. Neo-Planet integrates a Web directory and other popular Internet tools into the browsing interface itself to create a total online environment that always keeps customers within one click of the top content on the Web.

Neo-Planet's embedded directory appears as a column of channels on the right hand of the screen with 30 categories such as news, sports, money, travel, etc. Each channel then has subheads. Below the subheads for News are links to specific topical sites including *USA Today*, *Wall Street Journal*, the *New York Times*, and other leading newspapers on the Web. And that's just one channel.

Neo-Planet is currently available to be branded and packaged by ISPs. Top publisher ZDNet has already signed up and has launched its own branded version—ZD Planet. Go see *www.neoplanet.com* for a peek at the future of browsing, and what you'll get in the mail from your existing or next ISP. ◆

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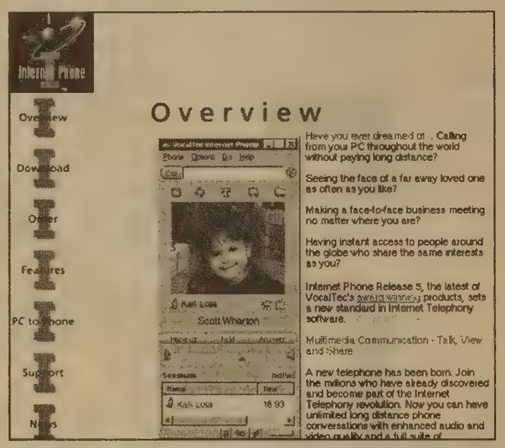
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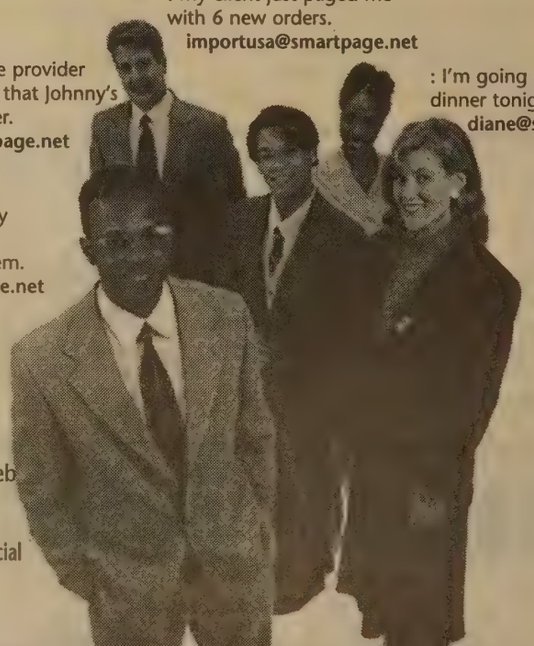

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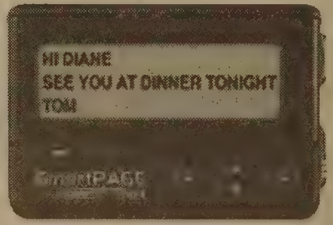

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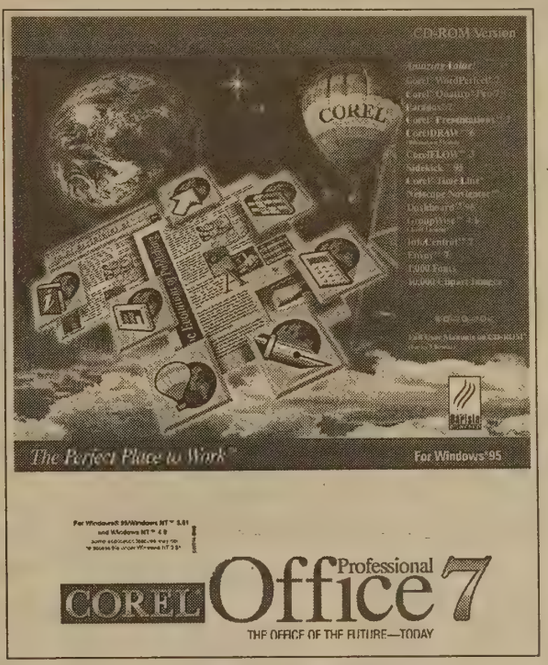

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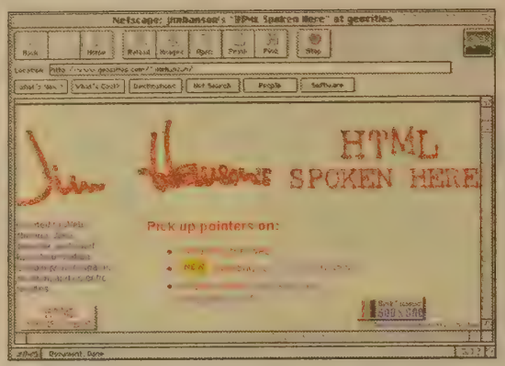

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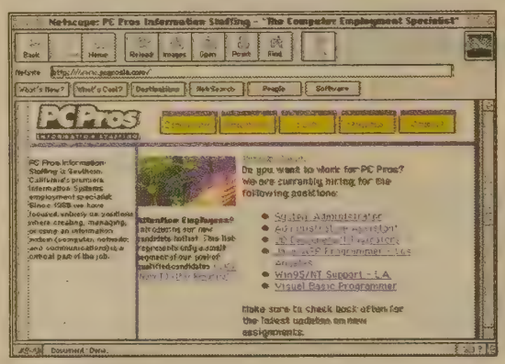
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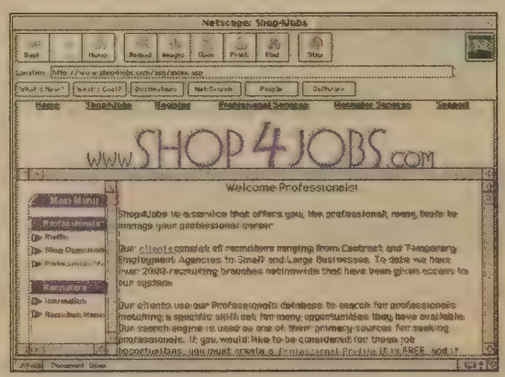

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Amiga Technology Australia *http://www.AmigaTech.com.au* Distribution of Commodore-Amiga computers and spare parts. [Exp. #179.]

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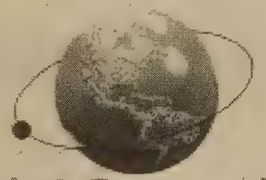

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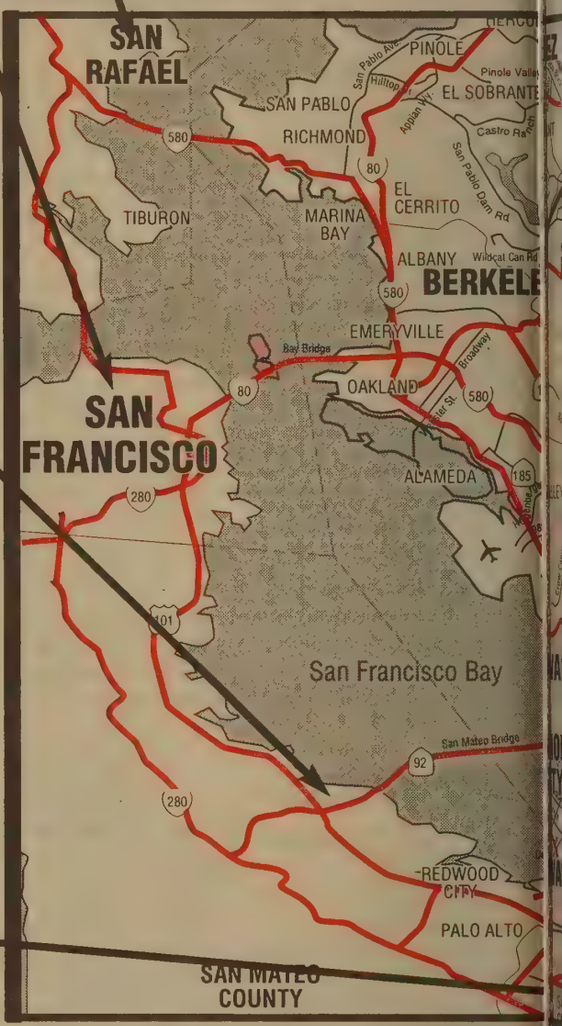

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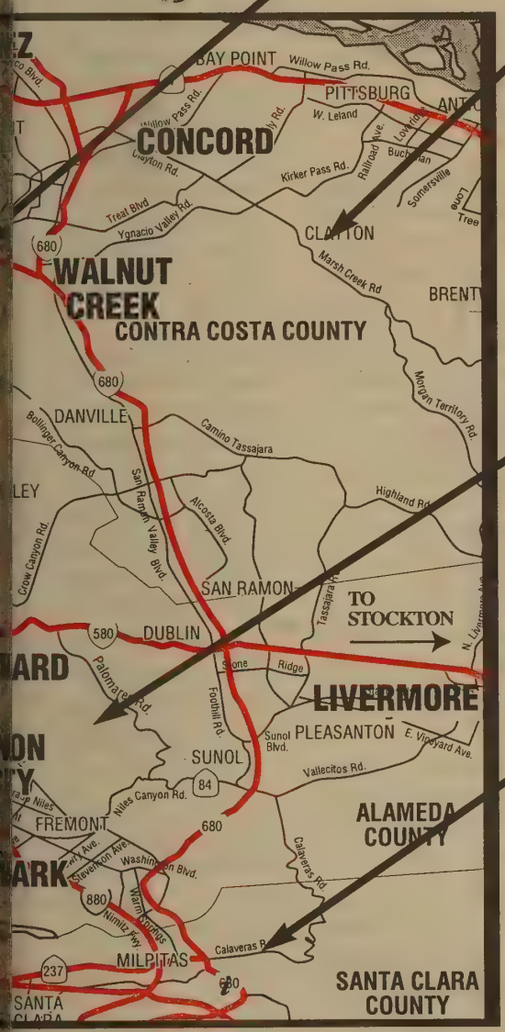

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Nucleus Information Systems *http://www.nis-inc.com* Internet commerce software and services. [Exp. #178.]

Octadrive Productions *http://www.octadrive.com* [Exp. #180.]

Omega Digital Media's Home Page *http://www.omegadm.co.uk* An Internet/intranet multimedia consulting company. [Exp. #178.]

Outta Site Web Design *http://www.drjack.com/outta_site* Creative Web page design and consultation. Large graphics and animation library. Great prices. [Exp. #179.]

TagGen *http://www.hisoftware.com/taggen.htm* TagGen makers your Web site presentable to search engine Web crawlers by generating appropriate meta tags. [Exp. #180.]

Tuitionsoft *http://www.tuitionsoft.com* We are multimedia and Web site developers. [Exp. #178.]

Virtual Spaces Web Hosting *http://www.virtual-spaces.com* A low cost Web hosting company offering many pre-configured scripts free. [Exp. #178.]

Web Edge *http://www.webedge1.com* Web page builders and hosting. [Exp. #179.]

Web Precision *http://www.webprecision.com* Get a free Internet marketing consultation and discover how to make the Internet work for you. [Exp. #180.]

Web4All *http://www.web4all.it* [Exp. #178.]

WM Central *http://www.wmcentral.com* Download the latest Web news, articles on Webmaster-related topics, tools, books, dhtml resources, and a free monthly newsletter. [Exp. #178.]

WOLNET *http://wolnet.com* Complete Internet Service Providers. [Exp. #178.]

XLM.com *http://www.xlm.com* A new Web site that serves as a key resource and nerve center for XML developers and users. [Exp. #180.]

ZapMap *http://www.zapmap.com/index.html* Interactive, vector-based geographic hot-spot directory of Web sites in Silicon Valley, written in Java. [Exp. #180.]

Services & Products For Sale

21st Century Nutriceuticals *http://www.21stcn.com* Preventative nutrition, weight loss, health. [Exp. #178.]

Alquimavi Executive Transportation *http://www.limomex.com.mx* Limousine service In Mexico. [Exp. #178.]

American Heritage Genealogy Imaging, Inc. *http://www.a-h-i-inc.com* [Exp. #178.]

Art4Media *http://www.art4media.com* ART4MEDIA is a small team of Bay Area artists and marketing entrepreneurs dedicated to producing art for effective promotional collateral. We provide creative and production services for logo design, music packaging, and interactive media. [Exp. #180.]

Asian-European Trading Company *http://www.shingcheong.com* We are trading all kinds of goods from Asia to Europe, and from Europe to Asia. [Exp. #178.]

Astron Computer Desk *http://comdesk.com* Computer furniture workstations for home or office. 35-40% discount off list price. We ship to all states. [Exp. #178.]

Autowest Dodge In Fremont *http://www.teamautowest.com* [Exp. #179.]

Babe's Bears & Dolls *http://www.cshore.com/babebears/index.html* Teddy Bears and doll collectibles. [Exp. #178.]

Bellair Express *http://www.bellair.com* Bellair Express home page for shippers. [Exp. #178.]

Belton Enterprises Home Page *http://www.belton.co.nz* Index page to Belton Web site, offering online services and company profile. [Exp. #178.]

Beverly Hills Premiere Tour Operator *http://www.bhpremiere.com* US inbound tour operator specialized in medical conventions. [Exp. #179.]

Bingenheimer Design Communications Inc. *http://www.bingenheimer.com* Interactive and conventional design and advertising firm. [Exp. #178.]

Bockstanz Cleaning Solutions *http://www.bockstanz.com* Cleaning solutions for today, tomorrow, and beyond. [Exp. #178.]

Borrego Pinks *http://www.quikpage.com/t/thestand* Mail order business for grapefruit and oranges. [Exp. #178.]

BPG International *http://www.bpgi-inc.com* BPG International—a callback long distance phone service in telecommunications. [Exp. #178.]

Bray Health And Leisure *http://www.bray.co.uk/* Manufacturers of health, beauty, and bodycare products. [Exp. #178.]

Bremer Communications *http://www.bremercommunications.com* Image training and consulting. [Exp. #178.]

Bruin Signs and Graphics *http://members.aol.com/bogiebabe/signs.html* Quality signs and graphics at affordable prices. [Exp. #178.]

Bumble Bee Tuna *http://www.bumblebee.com* Bumble Bee Tuna—a healthy, dolphin-safe, seafood snack. [Exp. #178.]

Cafe Mondial *http://www.cafe-mondial.com* Distance training, telework, multimedia, and IT. [Exp. #178.]

Cake Decorating *http://www.beryls.com* Importer of British cake decorating products. [Exp. #178.]

Carded Merchandise *http://www.angelfire.com/in/OurHardware/index.html* Need computer hardware new at 90% off? We have anything and everything for you, and you are just going to have a heyday with this site; easy to order, too! [Exp. #180.]

Celtic Dreams—Internet Gift Service *http://www.puffin.force9.co.uk* Celtic gifts wrapped and delivered with your own message. [Exp. #178.]

Cissell Manufacturing *http://www.cissellmfg.com* Commercial clothes dryers and conveyors. [Exp. #178.]

Craftsmen In Leather *http://www.cileather.com* Hats, caps, clothing, wallets, purses, belts, buckles, and gifts. [Exp. #178.]

Cristina Mejias *http://www.latinamericanhr.com* For companies doing business in Latin America, find information on our Human Resource services. [Exp. #178.]

Diasonics Sonotron *http://www.diasonics.at/* Ultrasound medline medical informatics. [Exp. #178.]

Divers Discount Supply *http://www.diversdiscount.com* Online catalog for scuba gear sales. Diving information. [Exp. #179.]

Dr. Leonard H. Goldsmith *http://www.drgoldsmith.com* Dentist in General Practice. [Exp. #178.]

Electronic Prospecting *http://www.electronicprospecting.com* [Exp. #179.]

Evian Natural Spring Water *http://www.evian.com* Your source for living well. [Exp. #179.]

Extraordinary Knives *http://www.seagren.com* Very high-end custom, handmade and factory knives. [Exp. #178.]

EZ Calm *http://www.masterm.com/ez_calm.html* Health Web site: Relieve stress, overcome substance abuse, hospital tested. [Exp. #179.]

Ez2c Targets *http://www.ez2ctargets.com* You'll know when you hit the mark with Ez2c targets. [Exp. #178.]

Ferguson Investigation Agency *http://www.ferguson-investigation.com/yourpage.html* Private investigation agency. [Exp. #178.]

Fess Parker Winery & Vineyard *http://www.FessParker.com* Retail and wholesale wines, tasting room gift shop, tours, and special events. [Exp. #178.]

Granlund Tools *http://www.granlund.se* Manufacturer of HSS and carbide rotating cutting tools. [Exp. #178.]

GreenSearch *http://www.greensearch.com* Specialists in providing managers for the Green industry. [Exp. #178.]

Greg Anderson Log Homes *http://uslink.net/~loghomes* Handcrafted log homes using large diameter logs 15" to 20" bases [Exp. #178.]

Haddad Brothers *http://www.haddadbros.com/* Children's wear and christening apparel. [Exp. #178.]

Herbalife *http://www.nodiet.com* Health, fitness, weight loss, international income opportunity. [Exp. #178.]

Hyatt Hotels *http://www.hyatt.com* As part of the launch for this redesigned site, Hyatt is giving away a trip around the world, which can be entered via the new site. [Exp. #180.]

Internet Merchant Services *http://www.intermerchser.com* Credit card merchant accounts for international customers. [Exp. #178.]

Kapp Surgical Instrument, Inc. *http://www.kappsurgical.com* Manufacturer of custom designed surgical instruments. [Exp. #178.]

Kelly Petersen, Commer-cial Photographer *http://www.photographer.cc* Photography for advertising, marketing, and industry. [Exp. #178.]

KMB Enterprises *http://www.kmb-enterprises.com* Computer, CB, and amateur radio sales. We offer online ordering with competitive prices. [Exp. #180.]

Lampshades *http://marionharris.com* Custom lampshades replicated or designed in fabric and hides. [Exp. #179.]

Lobster Tools *http://www.riveter.com* Lobster Tools offer the most comprehensive line of blind rivet and rivet-nut installation tools available anywhere. [Exp. #178.]

Loie *http://www.loie.com* Unique needlepoint designs. pillows, carpets, wall-hangings, coasters, tree skirts, and stockings [Exp. #178.]

LSA Anodic Technologies, Inc. *http://www.lsatech.com* UHV high tech metal finisher and anodizer. [Exp. #178.]

Marbelite International Corp. *http://www.marbelite.com* Manufacturers of decorative sprayed and troweled polymer modified cement coatings. [Exp. #178.]

Marine Equipment *http://www.tecomar.es* Spare parts for Spanish-built ships. Marine equipment. [Exp. #178.]

Menu Design & Analysis *http://www.menusforprofit.com* Designers of profitable menu programs for restaurants. [Exp. #179.]

Mindsource, Inc. *http://mindsource.net* Expert witnesses, expert database, and expert network. [Exp. #178.]

Minerals Management Service *http://www.gomr.mms.gov/* Manage the mineral resources of the outer continental shelf/Gulf of Mexico region. [Exp. #178.]

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w/Sound Blaster 16-Bit Sound Card. . . $144

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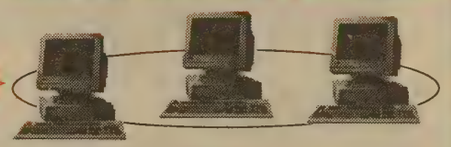

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- 17" Proton 1280x1024 .25 (NEC Tube) Green Monitor
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- Medium Tower Case
- 104 Keytronic Keyboard
- Logitech Mouseman PS2 Mouse
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Adaptec 2940UW PCI Wide SCSI w/Kit	224

SOUND CARDS

ESS 1869 Sound Card w/3D Sound	$25
Sound Blaster 16	49
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33,600 Voice/Fax Modem	$59
56K Voice/Fax Modem	89
US Robotics 56K w/Voice Int.	119

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24X Mitsumi IDE CD-ROM	$75
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SVGA NON-INTERLACED MONITORS (Green)

14" Proton 1024x768 .28	$159
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17" Proton 1280x1024 .25 (NEC Tube)	399
17" Sony 200ES 1280x1024 .25	619

CASE & POWER SUPPLY

Mini Tower w/230W	$39
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Logitech Mouseman PS/2 or Serial	$29
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OPERATING SYSTEM (w/System Purchase)

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2MB Diamond Virge 3D 2000 Pro RAM PCI	69
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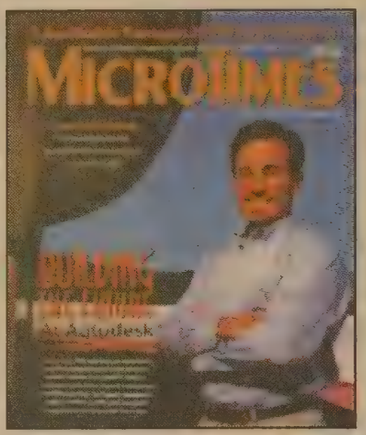
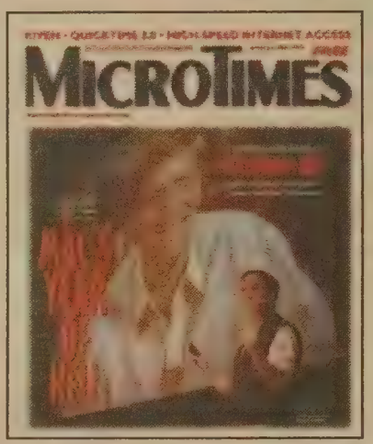


Data Security, Encryption, And Privacy

As Internet communications and commerce proliferate, there's a growing need to protect the privacy and security of the resulting data. Our cover story features a conversation with Sameer Parekh of C2Net, unique among US-based vendors of security products developing its encryption products offshore.

Issue #175



The Eleventh Annual *MicroTimes* 100

Here it is—our long-awaited list of movers, shakers, and all-around good folks in the industry. Also, reflections on the Mac's "Year Of Hell."

Issue #174

New Dealer & Service Guide

Now online: an updated version of our searchable database & Service Guide. Whether or not you're looking for a co-location in Orange County or a LAN specialist in San Francisco, this is the place to look.

Issue #173

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Mojoe Multimedia *http://www.mojoe.com/* The power users search engine. [Exp. #179.]

Net Surf Wearz *http://www.netsurfwearz.com* Clothing. [Exp. #178.]

Norman Equipment Co. *http://www.normanequipment.com* Leader in fluid power sales and service in the Midwest. [Exp. #178.]

Nutrition World's Internet Super Store *http://www.nutritionworld.com* Your one-stop shop for name brand vitamins, minerals, and herbs. [Exp. #178.]

Office Depot Online *http://www.officedepot.com/* [Exp. #178.]

P & T Partners *http://www.flash.net/~pntlbaer* Custom handguns and Colt 45s. [Exp. #178.]

Pencom Web Works *http://www.pww.pencom.com* Pencom Web Works introduced Metaphoria Data Transformation Server 1.1, which provides easy and quick Internet/intranet access to data from multiple sources. [Exp. #180.]

Peter Jason Riley, CPA *http://www.pjrcpa.com* Tax and accounting service. [Exp. #178.]

Pluto *http://www.plutonet.com* Gay and lesbian Internet community matchmaking. [Exp. #178.]

ProMotion Publishing On-Line *http://promotionpub.com* Book publisher. [Exp. #178.]

Quality Consulting Services (QCS) *http://www.quality.com* [Exp. #178.]

Quick Relief Arthritis Creme *http://www.health.com* Breakthrough arthritis pain relief remedy. [Exp. #178.]

ShellStations.com *http://www.shellstations.com* Automotive repair and c-store with contests and coupons savings. [Exp. #178.]

ShowBase, Inc. *http://www.showbase.com* Home page of ShowBase, Inc. [Exp. #178.]

Solum World Papers *http://www.solum.com* Handmade and hand-printed papers, gift boxes, stationery, and ethnic cards. [Exp. #178.]

Stock Photography Library *http://rainbowimages.com* A special collection of images for the new millennium. [Exp. #178.]

Stonewall Gourmet Coffees, Teas, Foods, Gifts *http://www.stonewallinc.com* Visit our store in West Hollywood, online ordering, fast delivery, and great service. [Exp. #178.]

TECHMATICS *http://www.techmatics.com* Information technology and engineering company. [Exp. #178.]

The-Best-Of.Com Voting Engine *http://www.the-best-of.com* Search our database for the best businesses as ranked by voters! Win prizes for voting! [Exp. #179.]

Vita Books *http://www.vitabooks.com* A health, wellness, and longevity cyberstore containing great books, herbal and nutritional products. [Exp. #179.]

Welcome to QCI *http://www.qci.net* QCI is an unbiased telecommunications and management company offering full spectrum expertise across voice, video, and data communications. [Exp. #178.]

WI Marketplace *http://www.wimall.com/funplace* Discount products for sale to everyone. Also, open your own storefront and earn commission. [Exp. #178.]

Yes Private Cars, Inc. *http://www.yescars.com* Airport ground transportation, limousines, and luxury cars. From JFK, La Guardia, Newark airports, door-to-door services, radio dispatcher cars. Since 1986 serving on all tri-state area. [Exp. #178.]

Yorba Park Medical Group *http://www.yorbapark.com* Yorba Park Medical Group is one of the top six medical groups in California, recognized for distinguished performance by the Medical Quality Commission and the Pacific Business Group on Health. [Exp. #178.]

Financial/Real Estate Services

American Caribbean Real Estate *http://www.americancaribbean.com* Residential and commercial real estate in the Florida Keys. [Exp. #178.]

Bancared *http://bancared.net* Banking services. [Exp. #179.]

Castle Resale *http://www.castle-re-sal.com* Specializing in resale homes in Orange County since 1971. Worldwide referral and relocation, income properties and exchanges. [Exp. #179.]

DesRes Property Management Limited *http://www.desres.co.uk* The market leader in property letting, rental and management in Milton Keynes and Northampton. [Exp. #178.]

Empire Marketing *http://www.empire-marketing.com* The most powerful world wide financial system ever. [Exp. #178.]

Michael Gray, CPA *http://www.innetix.com/~mgraycpa* Visit our site for income tax planning ideas, including dealing with Incentive Stock Options and the Alternative Minimum Tax, and for small business improvement strategies. [Exp. #179.]

Mortgage Reduction *http://plaza.arkansasusa.com/jdi* Save money on home mortgage payments. [Exp. #178.]

Mr. Stock, Inc. *http://www.mrstock.com* Online trading site to trade stocks, options, and mutual funds with a personal touch. [Exp. #178.]

Real Estate Buyers Agent Council *http://www.rebac.net* Official and largest directory of real estate buyers agents. [Exp. #178.]

Real Estate Mega Mall *http://www.homeweb.com* Most comprehensive source for objective real estate info. [Exp. #178.]

Richland Corp. *http://www.richlandinfo.com* New homes in the Contra Costa County area. [Exp. #178.]

Stern Financial Services *http://mpb.com/sfs/* Retirement planning for educators. SFS offers personalized services and products to meet your individual financial needs. [Exp. #180.]

The Index Investor *http://www.indexinvestor.com* Asset allocation newsletter for index fund investors. [Exp. #179.]

WebDI *http://www.webdi.com* Web-based Electronic Data Interchange service. [Exp. #178.]

Yongsan Realty *http://www.yongsan-realty.com* A unique real estate agency in Seoul designed with the expatriate in mind! [Exp. #178.]

Employment/ Education

Ascolta Training Co. *http://www.ascoltatraining.com* AuthorPized training for Cisco, Microsoft, and Netscape. Validated Internet/intranet fundamental course. Convenient Bay Area and So. Cal. locations. [Exp. #179.]

Benjamin Franklin Institute Of Global Education *http://www.bfranklin.edu* Dedicated to lifelong learning opportunities, weather through traditional school divisions (K-12, college, and university), or through on-the-job training. [Exp. #179.]

Berklee College Of Music *http://www.berklee.edu* [Exp. #180.]

California Contractors Exam Preparation School *http://www.contractorschool.com* [Exp. #179.]

ConsultLink *http://www.consultlink.com* Over 19,000 computer consultant contractors are represented in the ConsultLink Web site. [Exp. #180.]

Encyclopedia Britannica's Guide To Black History *http://blackhistory.eb.com* [Exp. #179.]

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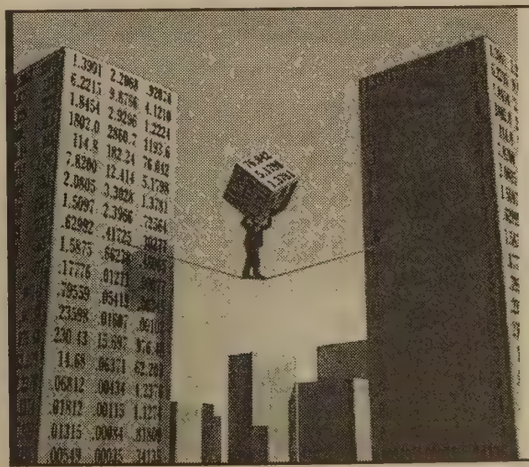

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Global Language Institute *http://www.gli.org* Teaching English from students to business executives. [Exp. #178.]

Graduate Ranking *http://www.usnews.com/usnews/edu/beyond/bcrank.htm US News & World Reports* graduate school ranking site. [Exp. #179.]

HTML Spoken Here *http://www.geocities.com/~jimhanson* Free tutorial teaches you how to create your own Web page. [Exp. #180.]

Internettskole II *http://stavanger-aftenblad.no/leif/skole.cgi* Elementary html-school (in Norwegian). [Exp. #178.]

Martin Luther King Jr. Papers At Stanford *http://www.leland.stanford.edu/group/King* [Exp. #179.]

MBA Central *http://www.mbacentral.com* Leading MBA recruiting service. [Exp. #178.]

Oak Tree Systems, Inc. *http://www.oaktree-systems.com* Software solutions for training centers. [Exp. #180.]

PC Pros Information Staffing *http://www.pcprosla.com* The computer employment experts. Technical graphics, digital new media, and administrative positions available. [Exp. #179.]

People Link's New World Village *http://www.people-link.com* People-Link, in partnership with Michael Albert, announces a new, progressive, online school, the Learning OnLine University. [Exp. #179.]

Shop4Jobs *http://www.shop4jobs.com* National job listings database. [Exp. #178.]

Spanish Abroad, Inc. Home Page *http://www.spanishabroad.com/* Spanish Abroad offers Spanish immersion programs at various language schools throughout Latin America and Spain. [Exp. #178.]

Spanish for Health Professionals *http://www.significant-learning.com* CD-ROM and workbook set create a language laboratory for doctors, dentists, nurses, psychologists, social workers, and related professionals. [Exp. #178.]

SW Consulting, Inc. Home Page *http://www.sw-consulting.com* Providing computer consulting and permanent placement service. [Exp. #178.]

TEMP 24-7 *http://www.temp24-7.com* Dedicated to the weird world of temporary employment. [Exp. #179.]

Useful Links *http://www.yorku.ca/sts/links.html* A collection of pointers of interest to students and researchers in the field of science and technology studies. [Exp. #179.]

Washler Resources *http://204.235.86.30* IT/IS candidate search. [Exp. #178.]

Organizations

A World For Children *http://www.awfc.org* A non-profit, child-placing agency and emergency shelter. [Exp. #178.]

Afro-Americ@'s Black History Museum *http://www.afroam.org/history.html* [Exp. #179.]

Amnesty International *http://www.amnesty.org* Campaigns for fair trials, prisoners of conscience, and against torture, degrading, or inhumane treatment. [Exp. #180.]

Canadian Network For The Advancement of Research, Industry, And Education *http://www.canarie.ca* A not-for-profit consortium that promotes the advancement of the Information Superhighway in Canada. [Exp. #178.]

Cult Awareness Resources, CARES *http://cares-cares.org* Provides information to the campus community about cult activity, including International Churches of Christ information. [Exp. #180.]

Doctors Of The World *http://www.doctorsoftheworld.org* Dedicated to improving the health and relieving the suffering of vulnerable people throughout the world. [Exp. #180.]

Global Fund For Women *http://www.globalfundforwomen.org* A grant-making foundation that provides flexible, timely assistance to grassroots women's groups around the world. [Exp. #180.]

Jewish Scientist Network *http://www.jsn.org/jsnhome.html* An information server based on reader submission of articles, news, links, references, etc., all pertaining to Jewish issues relating to the sciences or scientific issues. [Exp. #180.]

Linux Users Los Angeles (LULA) *http://www.CosmosEng.com/LULA.HTM* LULA usually meets the 3rd Thurs. of the month at Cyberjava in Venice. Everyone interested in Linux is invited. [Exp. #178.]

Los Angeles Computer Society *http://www.lacspc.org* Meets 3rd Tues. each month, Culver City High School, Frost Auditorium. [Exp. #178.]

Los Angeles Macintosh Group *http://www.lamg.org* Non-profit user group offers training programs, meetings, monthly magazine, employment, networking, and tech support. [Exp. #179.]

Master Of Light Institute *http://www.geocities.com/Hollywood/Studios/8378* Enlightenment through film-making as preached by Revdonaldo. [Exp. #179.]

NAACP *http://www.naacp.org* [Exp. #179.]

National Center For Employee Ownership *http://www.nceo.org/* Articles, columns, discussions, and interactive training on employee stock ownership plans, stock options, etc. [Exp. #179.]

NetAction *http://www.netaction.org/training* NetAction's Virtual Activist, a comprehensive training course on cyber-activism, is now on the Web. [Exp. #180.]

New 1998 NACA Web Site *http://www.naca.org/index.html* [Exp. #180.]

Nizkor *http://www.nizkor.org* Transcripts from the Nuremberg trials of convicted Nazi war criminals are now posted to the Web by Nizkor. [Exp. #180.]

NOCCC (North Orange County Computer Club) *http://www.noccc.org* Web page of computer user group. Meetings: 1st Sunday of the month, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. [Exp. #180.]

PC Clubhouse *http://www.pcc.org* For people interested in learning more about IBM-compatibles. [Exp. #178.]

Rainforest Foundation *http://www.charityprofile.co.uk/rainforestfoundation.html* Est. in 1989 by Sting and his wife, Trudie Styler, to help save the Brazilian rainforest. [Exp. #180.]

Santa Clarita Valley's PC Group *http://www.smartlink.net/~scvpcg* The Santa Clarita Valley's PC Group is dedicated to PC literacy. Come join us. [Exp. #180.]

Sea Turtle Restoration Project *http://www.earthisland.org/strp/strpindx.html* Works to protect sea turtles in ways that meet the ecological needs of the sea turtles and the local communities who share the beaches and waters with these endangered species. [Exp. #178.]

SFAUG: San Francisco AutoCAD Users Group *http://www.sfaug.org* Meets 1st Monday each month, 6-8:30, usually at the SFSU Downtown Center at 425 Market St. [Exp. #180.]

Technical & User Groups Network *http://www.tugnet.org* 24-hour bulletin board, meeting calendar, membership info., articles, reviews. [Exp. #179.]

TelEd'98 *http://teled98.openschool.bc.ca* ISTE's Seventh International Conference on Telecommunications And Multimedia In Education. [Exp. #178.]

W.E.B. DuBois Institute *http://web-dubois.fas.harvard.edu* [Exp. #179.]

Warchild *http://www.warchild.org* Works to alleviate the suffering of children by bringing material aid into war zones. [Exp. #180.]

WillowNet *http://www.willowcreek.org* Online resource system of the Willow Creek Association. [Exp. #178.]

World Education Access *http://www.wea.net/* Non-profit organization offering scholarship opportunities for students in the US and around the world. [Exp. #179.]

Government/Politics

African-American Astronauts Recognized *http://observe.ivv.nasa.gov/nasa/ootw/1998/ootw_980211/ob980211.html* NASA's Observatorium honors the astronauts during Black History Month. [Exp. #179.]

Berkeley Citizens Action *http://www.jps.net/bca* The municipal electoral coalition that has organized Berkeley progressive politics for the last two decades. [Exp. #180.]

Bureau Economique en France *http://www.cotedivoire.co* Site officiel du Bureau Economique: Paris and Washington. [Exp. #179.]

California Trade And Commerce Agency, Division Of Tourism *http://gocalif.ca.gov* [Exp. #180.]

City of Citrus Heights, CA *http://www.ci.citrus-heights.ca.us* [Exp. #179.]

City of Pasadena Planning and Permitting Dept. *http://www.ci.pasadena.ca.us/planning&permitting/index.html* Building/zoning code enforcement, design/preservation, general plan, commission meetings, neighborhood events, arts. [Exp. #178.]

Corporate Watch *http://www.corpwatch.org* As all the Fortune 500 companies jump onto the World Wide Web bandwagon, who's keeping an eye on them? Corporate Watch is! [Exp. #180.]

Greenwash Award To Mitsubishi *http://www.corpwatch.org/greenwash/mitsubishi.html* Our quarterly Greenwash Award goes to the Mitsubishi Group of Companies for its ceaseless efforts to portray its various businesses—some of the most destructive on earth—as environmentally friendly. [Exp. #180.]

Library Of Congress *http://www.loc.gov* [Exp. #180.]

Library Of Congress Information Bulletin *http://www.loc.gov/loc/lcib* [Exp. #179.]

Mumia Abu-Jamal Web Site *http://www.mumia.org* Learn more about Mumia Abu-Jamal, read the latest updates on his case. [Exp. #179.]

NASA's Observatorium Searches For The Lost City Of Ubar *http://observe.ivv.nasa.gov/nasa/education/exhibits/ubar/ubar_0.html* See how the vanished Arabian trading center was found. [Exp. #178.]

Nuclear Age Peace Foundation *http://www.wagingpeace.org/* Home of Abolition 2000. [Exp. #180.]

Political Ecology Group *http://www.igc.org/peg* PEG is a multiracial, volunteer-based organization working for environmental justice in the SF Bay Area. [Exp. #179.]

San Diego County Democratic Party *http://www.netgaincc.com/sddemocrats/* [Exp. #179.]

Secret FBI Files Web Site *http://www.crunch.com/01secret/01secret.htm* Thousands of secret FBI files, never before suspected. [Exp. #178.]

US Consumer Information *http://www.pueblo.gsagov* Find the latest information from more than forty US government agencies. [Exp. #179.]

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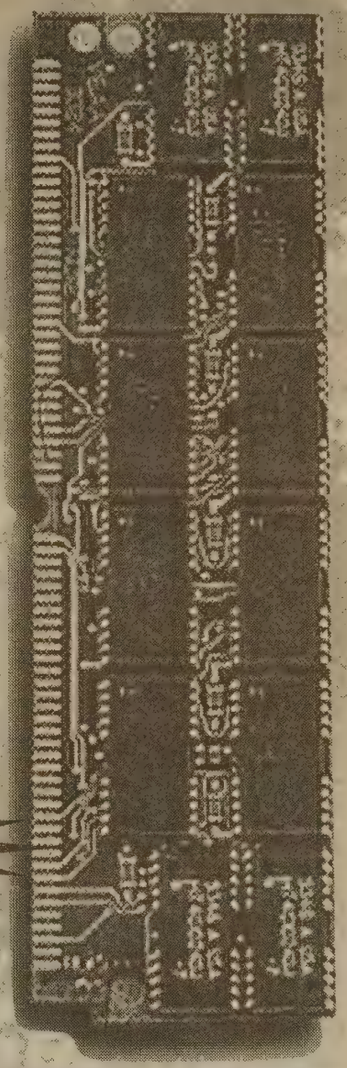

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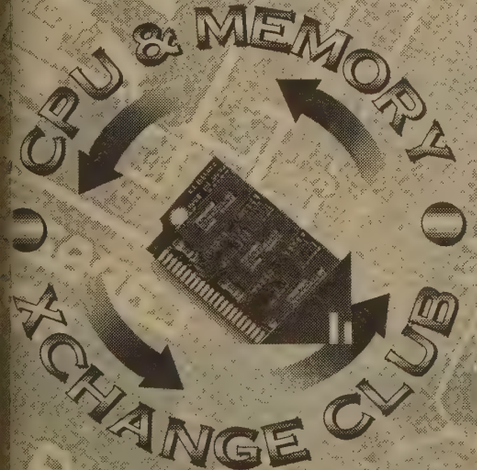

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1x8	$3.00	AMD K5-133	$45
1x9-100	$2.00	AMD K5-166	$50
1x9-70	$4.00	AMD K6-166	$60
16x9	$49.00	AMD K6-233	$145
256K x36	$2.00	AMD K6-200	$115
512K x40	$4.00	CYRIX 6x 8-200	$35
512K x36	$3.00	IBM 6x 86-166	$35
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Diamond 3D 3000 PCI 2MB VRAM	110
Diamond 3D 3000 PCI 4MB VRAM	155
Matrox Millennium II 4MB	160
IDE Card w/Cable	15
IDE I/O w/16550 UART	35
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K6-233/200/166MHz	250/230/220

SOUND CARDS

16-Bit Sound Card	$35
Sound Blaster 16	50
Sound Blaster AWE 64	80

KEYBOARDS

101 Enhanced Keyboard	$15
Keytronic 104 Key	25
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TEAC/Mitsumi 1.44MB 3.5"	30

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Sony 17" 1280x1024 .25	595
ViewSonic G771 V7 1280x1024 27	450
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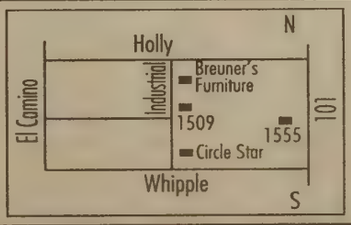
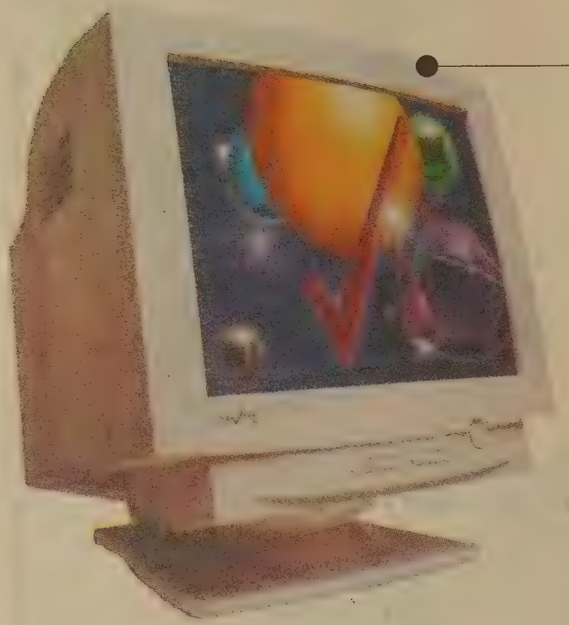


Product Announcements

Monitors



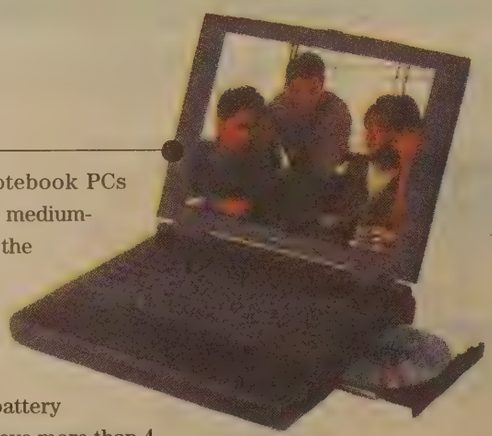
CyberVision C70

Designed with business and SOHO users in mind, the C70 17" monitor (16" viewable) is perfect for spreadsheets, light graphics, and Internet use. It features a 0.27mm dot pitch and a maximum resolution of 1280 x 1024 pixels at a refresh rate of 66Hz, as well as user-friendly on-screen digital controls. It is low radiation MPR II and Energy Star compliant, includes and is backed by a 3-year limited warranty. The C70 is Plug-and-Play ready and supports Windows 95 and VESA's communication standard for the Display Data Channel (DDC1). CyberVision also offers a Macintosh adapter. (Estimated Street Price, $349) CyberVision Corp., 438 Cheryl Ln., Walnut, CA 91789. (909)869-7790, 1-888-57-CYBER. *www.cybervisiondisplays.com/*.

AcerView 99c

From the general office to the home office to the design studio, the AcerView 99c 19" monitor fits any computer demand. It features Invar shadow mask technology to deliver distortion free image as well as a high-contrast screen surface for a sharp, clear display with vibrant colors. Users can adjust all the monitor's image parameters by using interactive on-screen menus, which are controlled by push buttons on the front panel. Acer offers lower power consumption by using simplified integrated circuits to replace older more complex ones and has redesigned the mini-neck CRT. The main advantage of this mini-neck redesign is that it can use a smaller, more sensitive yoke for electromagnetic deflection that will help reduce the power requirements. Acer America Corp., 2641 Orchard Pkwy., San Jose, CA 95134. 1-800-SEE-ACER. *www.acer.com/aac/*.

Laptops



VisionBook Plus 5000 Series

Hitachi introduced a new value-line of notebook PCs designed to address the needs of small and medium-sized business customers. Weighing 6.9 lbs., the VisionBook Plus 5000 Series features an Intel Pentium 166MHz or 233MHz processor with MMX technology, 16MB EDO RAM (upgradable to 128MB), a 12.1 HPA display, and a 56Kbps modem. Its dual chemistry battery system uses a standard NiMH battery to achieve more than 4 hours of battery life or an optional Lithium-ion battery to achieve 4.5 hours. Full multimedia capabilities are offered with a 64-bit graphics acceleration, 2MB of VRAM, Zoom Video support, and Sound Blaster Pro stereo speakers. Additionally, the notebook features a modular bay that is swappable with a 20x CD-ROM, 1.44MB floppy drive, or optional Zip drive and LS-120 module. (Estimated street prices: $1699 for the 166MHz model; $2299 for the 233MHz model. A mini-dock is available for $299) Hitachi PC Corp., 1565 Barber Ln., Milpitas, CA 95035. 1-888-800-4388. *www.hitachipc.com*.

Superus S-24

The new Superus S-24 notebook computer from Trogon offers an all-in-one design, using the latest modular bay technology. Weighing 7.5 lbs., it features Intel's Tillamook Pentium 266MHz processor with MMX technology, 16MB EDO RAM (expandable to 128MB), 14.1" XGA active matrix color display with 4MB VRAM, and a Lithium-ion battery. Dual Smart Bays provide system expansion and customization (e.g. dual hard disks, DVD-ROM, magneto-optical, Zip, etc.). Audio capabilities are offered with the Yamaha 715 Sound chipset, 3Dstereo surround sound, line-in, speaker-out, and dual on-board speakers. Other features include Dual USB (Universal Serial Bus), FIR (Fast InfraRed), and TV Out/Capture for presentations and video capture with any standard television. Additionally, the notebook comes with carrying bag, AC/DC adapter, and is pre-loaded with Windows 95. ($3999) Trogon Notebook Computer Corp. (16624 Edwards Rd., Cerritos, CA 90703. (562)802-8702. *www.trogoncomputer.com*.

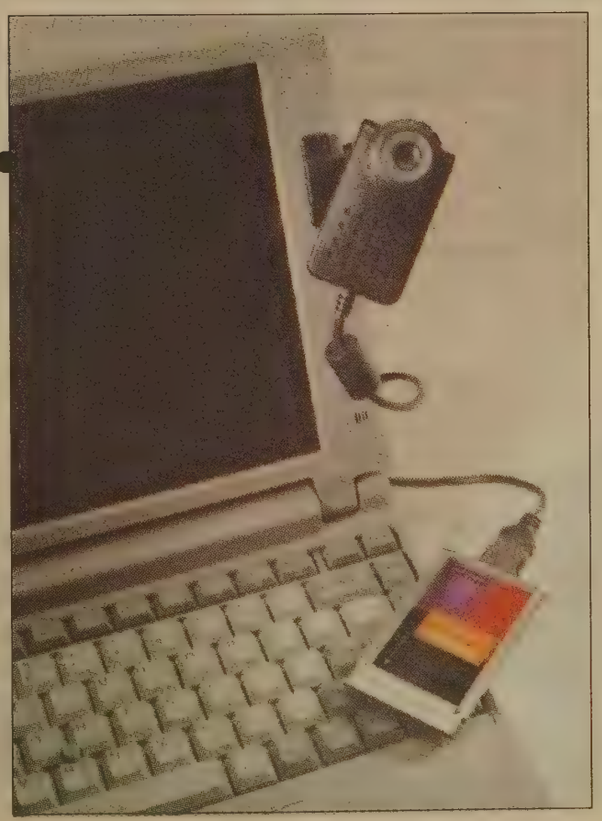
ChemBook 3300

The new ChemBook 3300 Series notebook features 12.1" TFT screen, 32MB on board EDO RAM (expandable up to 96MB), 256KB L2 cache, 2MB Video RAM, and an Intel Pentium processor up to 233MHz with MMX technology. It includes a built-in 2GB hard drive, (upgradable to 4GB or 5GB), a 1.44MB floppy drive, and a 20x CD-ROM. Other highlights include: USB port, full-duplex surround sound, built-in microphone and speakers, and a Fast Infrared port. The 3300 comes standard with a NiMH battery. A Lithium-ion battery is optional. ChemBook computers are backed by a one-year warranty with three years labor and free technical support. (Starting Price: $1499) Chem USA Corp., 8445 Central Ave., Newark, CA 94560. (510)608-8818. *www.chemusa.com* .

Rocky II

The Rocky II is a full featured, ruggedized notebook computer. With touch screen/pen-based technology, packed into a chock resilient, fully water resistant notebook, Rocky features a Pentium 166MHz processor with MMX technology, up to 128MB of RAM, a sunlight readable 12.1" TFT display, 64-bit video system with 4MB of VRAM, 2 PC Card slots, removable 3.5" 1.44MB or 120MB drive, removable 2.2GB hard drive, NiMH primary battery, and IrDA-compliant Infrared transceiver. Available options include an internal wireless radio frequency modem, a docking station with two PCI expansion slots, a Lithium-ion battery pack, and a car adapter. ($4995) AMERL Systems, Inc., 11801 Goldring Rd., Arcadia, CA 91006. (818)303-6688.

Portable Video Conferencing Kit



This new all-in-one PC Card video conferencing kit for notebooks provides real-time, two-way video conferencing through the Internet, a standard telephone line, ISDN, local area networks, and cellular phone services. It is designed for notebooks with Type II, Zoom Video PC Card sockets. The kit includes a high resolution color digital camera, a video capture PC Card, and Windows video conferencing software. The video capture card provides capture and playback motion video at 30 frames per second. The camera can be mounted anywhere on the notebook through a spring-loaded clip. It has variable focus from 1mm to infinity, and can be used as a digital camera to capture still images. It requires a notebook PC with a Pentium processor (90MHz or faster), Windows 95 (or higher), microphone/audio source with speakers, sound card, and 10MB hard drive space. ($249) Billionton Corp., 20543 E. Walnut Dr., Walnut, CA 91789. (909)468-5500. *www.billionton.com* .

Updates

Bare Bones Software, Inc. announced **BBEdit 4.5.2**, featuring support for reading and writing text files containing Unicode characters, improvements to the "Find Differences" functionality, and the ability to print syntax-colored documents in color. ($119, upgrades $39) Bare Bones Software, Inc. 800-MACDEV-1. *http://web.barebones.com/* .

Berkley Integrated Audio Software, Inc. introduced **Peak 2.0**, digital audio editing software for Power Macs. A number of high-end features are added and many more useful tools and a brand new user interface. It sets a new standard for dedicated stereo waveform editing. ($499; upgrades are $129) BIAS, (415)331-2446. *www.bias-inc.com* .

BulletProof Corp. released **JDesignerPro 2.5**. This new system is designed be the easiest and fastest way for IT professionals to develop and deploy Java data-driven Web and intranet applications. ($695, or a free trial of JDesignerPro 2.5 is available for download at *www.bulletproof.com/)* Bulletproof Corp. 408-374-2323.

Jasc Software Inc. announced **SkyMap Pro 4**, a CD-ROM program written by astronomers for astronomers. The feature-rich software planetarium can display the sky as seen from anywhere on Earth, and for any date from the distant past to the far future. ($79) Jasc Software Inc., 1-800-622-2793. *www.jasc.com* .

Luckman Interactive, Inc. unveiled **Web Studio 2.0**, the ultimate toolbox for creating Web sites. It includes tools for developing sites that incorporate HTML, Java, database, VRML, and report-generation technologies. ($149.95) Luckman Interactive, Inc. 1-800-711-2676. *www.luckman.com* .

Oakland Group Inc. announced **@Retail 2.0**, the "shopping cart" software server for merchants who want to turn their Web sites into Web stores. (Upgrades are free and free trials are available at their Web site) Oakland Group Inc. 1-800-448-2772. *www.atretail.com* .

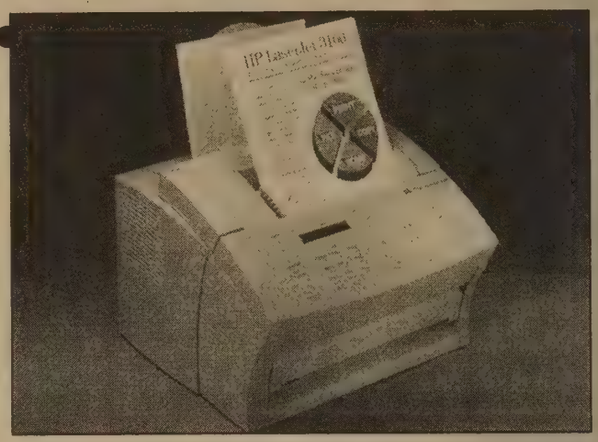
The Software Labs released **ScreenPrint Gold 2.5**, which allows Windows users to print anything that they see on their computer screens with one single keystroke with three new added features—SuperScroll, ImageSweep and Graphic-Enhancement Extras. ($34.95) The Software Labs, (206)869-6802. *www.softwarelabs.com* .

STB Systems, Inc. released a new 3D accelerator **The Black Magic 3D with Voodoo2**. This latest offering boasts three times the performance of first-generation Voodoo based cards and will provide maximum value to the PC gaming enthusiast. (8MB–$199, 12MB–$299) STB Systems, Inc. (972)234-8750. *www.stb.com* .

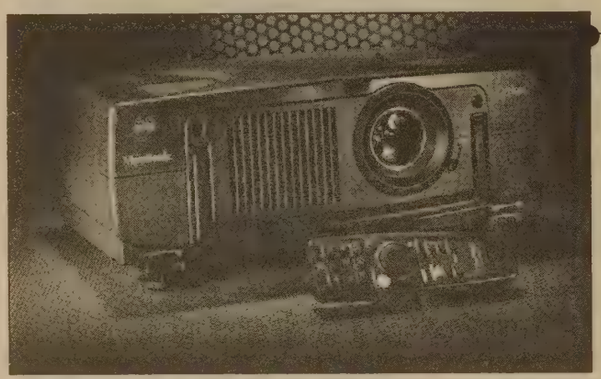
CyberVision Corp. announced a price reduction of its **ds86D** high performance monitor model to the system integration channel from $545 to $450 (SRP). CyberVision Corp., 1-888-57-Cyber, or *www.cybervisiondisplays.com* .

Peripherals

HP LaserJet 3100



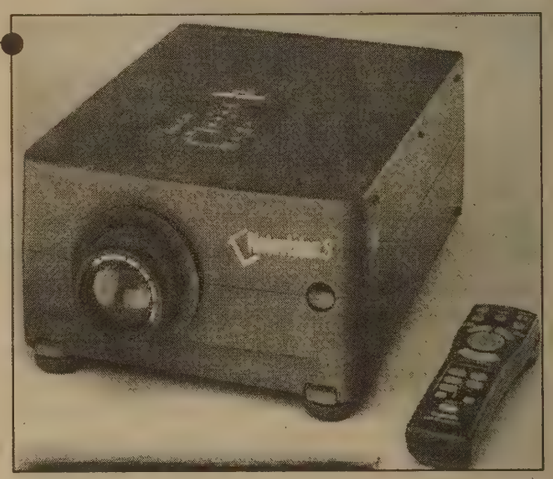
The HP LaserJet 3100 monochrome printer-fax-copier-scanner delivers laser speed and output, full-featured business fax capabilities, quality convenience copying, and scanning functionality—all in one convenient desktop product. The printer features true 600 dpi at 6 ppm speed with no warm-up time. With scan-ahead faxing, faxes are quickly scanned and transmitted from memory, allowing users to print, copy, scan or send another fax without waiting. With 2MB of memory the LaserJet 3100 can store up to 150 pages. JetSuite Pro PC fax software allows faxing from the PC or from combining electronic and paper documents into one fax. As a copier, it offers 600 dpi at 6 ppm output, a 30-sheet automatic feeder, as well as photo and contrast adjustments. The scanning functions includes a scan-to-email feature for converting scanned documents into email attachments. The LaserJet 3100 supports Windows 3.1x, 95, and NT 4.0. (Estimated Street Price, $699) Hewlett-Packard Co., Direct Marketing Organization, PO Box 58059, MS511L-SJ, Santa Clara, CA 95051-8059. *www.hp.com* .



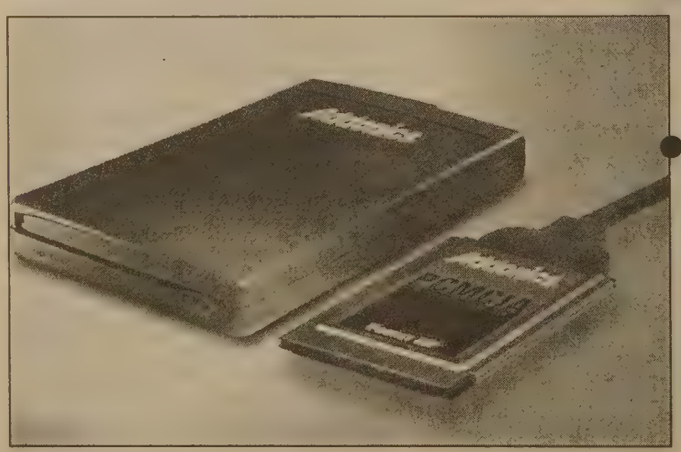
PJ1000 Office Theater

The PJ1000 turns any room into a theater. This super bright LCD projector displays sharp text, rich colors in true 1024 x 768 resolution. It projects rich, vibrant colors from as close as 21" up to 350" with its 1.3" active matrix LCD. With 600 ANSI lumens of peak brightness and a contrast ration of 200:1, viewing is easy even in well-lit rooms. The fully integrated back-lit wireless remote control with built-in mouse also comes with a laser pointer for user convenience. It also features the ability to adjust, on-screen, volume, brightness, contrast, sharpness, color, signals, and more from its menu-driven OnView control system. It provides two computer and video connections to accommodate four simultaneous input sources from video, PC or Mac systems. (Estimated Street Price, $7995) ViewSonic Corp., 381 Brea Canyon Rd., Walnut, CA 91789. 1-800-888-8583. *www.viewsonic.com* .

Notevision3



Notevision3 is Sharp's first portable XGA LCD projector. Its high 600 ANSI lumen brightness means users can display images on screen sizes up to 300" (measured diagonally), even in meeting rooms with less than ideal lighting conditions. With 1024 x 768 resolution, the Notevision3 is perfect for displaying high-detain CAD/CAM images and Web pages. Sharp's Intelligent ImageACE Resizing for SXGA, SVGA, VGA, and Macintosh lets the Notevision3 display lower or higher resolution images without compromising detail or quality. For international travelers, it automatically senses and adjusts to the local power supply. A built-in stereo amplifier with matched speakers are built into the projector. ($9495) Sharp Electronics Corp., Professional LCD Products Division, Sharp Plaza, Mahwah, NJ 07430. 1-888-523-7427. *www.sharp-usa.com/products/pro* .



PocketZip

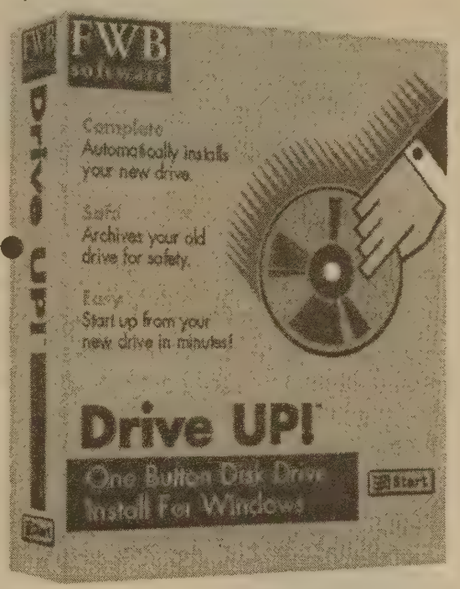
The PocketZip incorporates Iomega's slim Zip drive mechanism with Addonics' case, software, PCMCIA interface, power adapter, Zip disk, Zip Tools, and voice recording software that records up to 10 hours of audio (voice and/or music) data on one Zip cartridge. It can be powered by the notebooks battery through the PCMCIA interface, or through the included external power adapter. The PocketZip measures 7" x 4.4" x 9" and weighs 13 oz. It supports MS-DOS, Windows 3.1, 95, and NT. ($299) Addonics, Inc., 48464 Milmont Dr., Fremont, CA 94538.

SpeechMike

SpeechMike is a handheld peripheral that integrates a microphone, trackball, and loudspeaker into a single unit that maximizes the convenience and ergonomics for speech applications on PCs. It is designed specifically for the latest Windows-based speech applications, including speech recognition, PC command and control, voice mail, Internet telephony, PC video conferencing, video editing and photo archiving. It is ergonomically designed to work easily in the user's hand and offers all the functionality of a dictation microphone. It also allows user's to navigate and control Windows 95 and NT applications. A built-in loudspeaker in the microphone provides for audible feedback. ($74.95) Philips Electronics North America, *www.speechmike.philips.com* .

PC Software

Drive UP!



Drive UP! is a Windows utility that removes the dangers and hassles of installing a new hard drive on a PC. It's simple, even for novices, eliminating the need to change jumper or CMOS settings. An automated process sets up the new drive, copies the appropriate data, then archives the old disk off-line. Dialogue boxes keep you informed throughout the installation, which takes only about five minutes. Due to its one-click convenience, it should be a useful item among those users who are installing a drive on their own. It also includes tools that allow users to check disk drives for media defects, and clean drives of confidential data. It can display all partitions on all devices in a single window, and create new partitions, including FAT 32, if desired. Drive UP! can be used with any 486-based PC or above, running Windows 95, Windows 3.1 or MS-DOS 6.22. ($39.95) FWB Software, 2750 El Camino Real, Redwood City, CA 94061. (415)482-4800. *www.fwb.com* .

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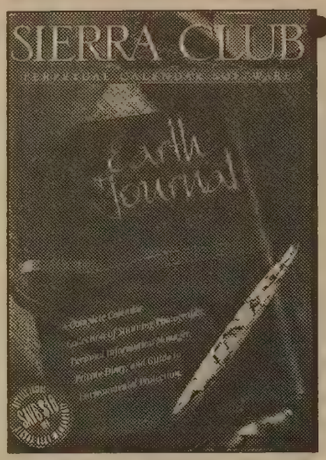
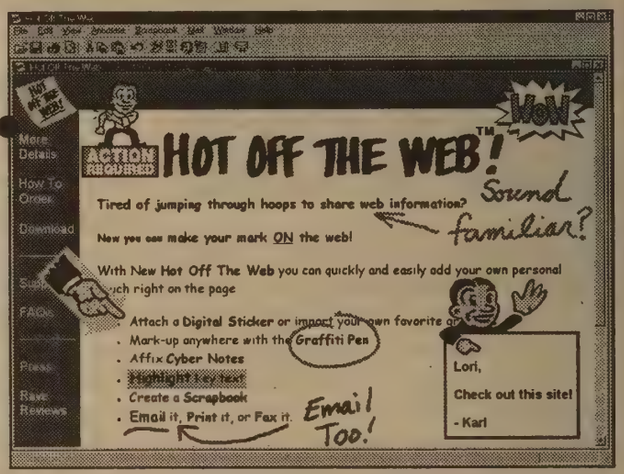


Sierra Club Earth Journal Software

GeoTrek Corp. has partnered with the California-based Sierra Club and released Earth Journal an innovative, and educational diary/calendar software. It enables people to keep a daily journal on their computers with its unique mix of integrated components: a personal diary, perpetual calendar, personal information manager, guide to environmental information, and collection of stunning photographs. It's private diary provides the perfect, safe place for people to record their thoughts. Earth Journal is also educational—providing information on important environmental issues and how to get involved. With it's calendar, people can look at dates and schedule events far into the future from a daily, weekly, or monthly calendar view. The Journal's specially designed color-coded busy gauge system lets people see at a glance where all of their events fall. This color-coded system allows people to easily keep track of multiple types of events. ($29.95) GeoTrek Corp., 13 Main St., Taunton, MA 02780. (508)828-4214. *www.gtrek.com* .

Hot Off The Web

Hot Off The Web allows users to capture an entire Web page or a single paragraph, add comments then email, fax, print, or save it—including the images and comments. Important comments can be added in a virtual note, by attaching one of more than 300 different digital stickers. The Graffiti Pen can be used to write notes on a page or draw attention to a critical part of a Web page by highlighting it. Hot Off The Web automatically attaches the annotated page as a self-extracting Zip file to the user's current email program. This program can work as a standalone product or from within Internet Explorer 4.0. It requires a 486/66 or better CPU and Windows 95 or NT. (Estimated Street Price, $49.95 and includes Internet Explorer 4.0) Insight Development Corp., 2420 Camino Ramon, Ste. 202, San Ramon, CA 94583. 1-800-825-4115.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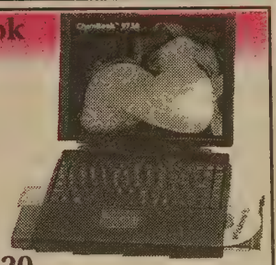

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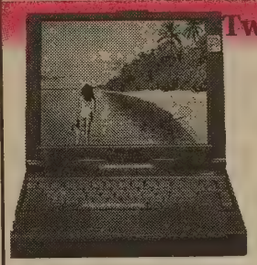

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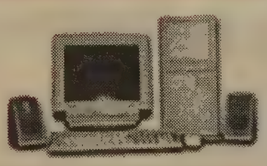

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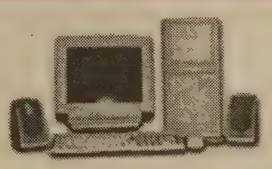

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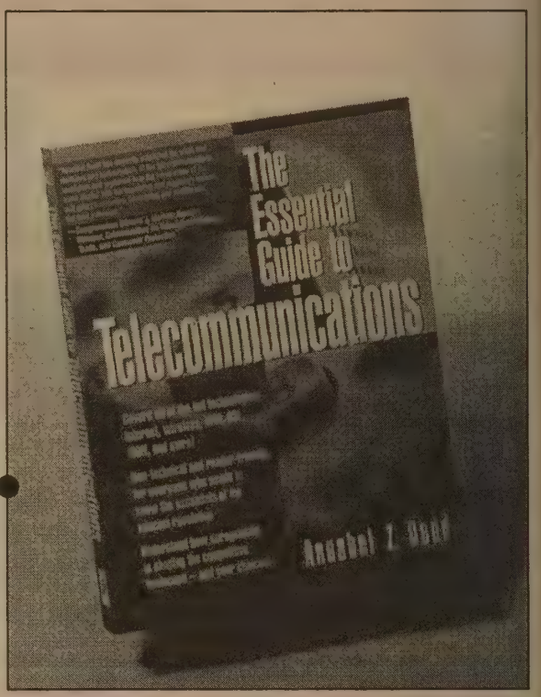

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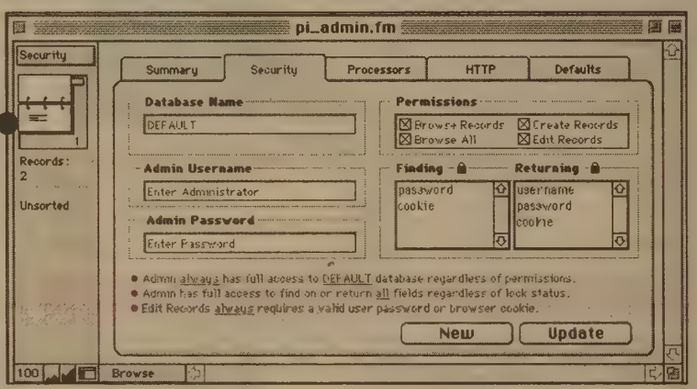
Database Software

WEB FM 4.0

WEB FM 4.0 is a plug-in to Mac OS Web servers that enables FileMaker Pro developers to create interactive online database applications for the Web or corporate intranet. It's compatible with FileMaker Pro 3.0/4.0 on both Mac and PCs. WEB FM 4.0 introduces several new features: It's accelerated database can handle the higher traffic Web sites, processing tens of thousands of database transactions per day; it has easy-to-use template files; a new plug-in architecture for database-level add-on Filter and Server-Side; record-level security, with a revised FindUser command that now supports most Find command features, but with user authentication requirements; GOT COOKIES?, a new Web server tool for cookie management; and FM@iler, for email archival via Emailer 2.0. (Retail price of $395; upgrade orders placed by April 30th, 1998, are $195 with free shipping) Web Broadcasting Corp., 555 Bryant St. #386, Palo Alto, CA 94301. (650)329-9676. *http://webfm.com/* .

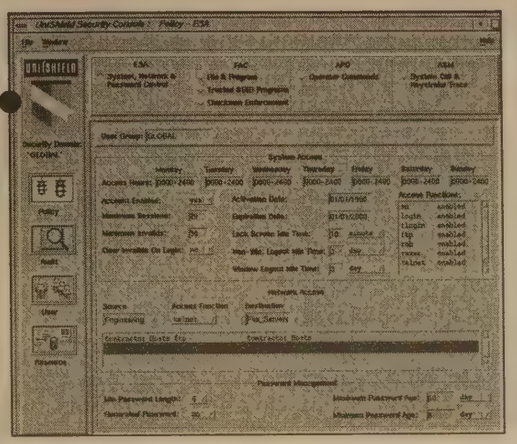


FileMaker Pro 4.0 Developer Edition

This database development tool kit will provide a wide array of 32-bit based applications and tools for compiling, debugging, developing, deploying, and managing FileMaker Pro database solutions. It features an API (Application Program Interface) that will allow developers to produce useful new external functions such as credit card verification, complex scientific and financial calculations, and graphical representations of data. It will also enable access to FileMaker Pro databases over Java-compliant operating systems with the addition of Java classes (shipping within the new edition). Other features include an enhanced version of the runtime binding engine allowing for fast, low-cost deployment of runtime solutions. Also it has a complete Developer Tools Collection with Home Page Pro 3.0; Code Warrior Lite; thousands of buttons and backgrounds; and more than 50 complementary third-party tools from leading FileMaker Pro developers. It is both PC and Mac compatible. (Available in early summer at $499) FileMaker, Inc., 5201 Patrick Henry Dr., Santa Clara, CA 95054. 1-800-633-2239.

UNIX Software

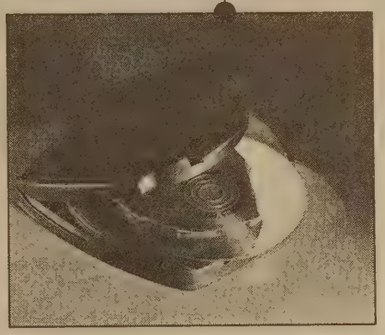
UniShield 3.0



This security software provides the protection needed to prevent security incidents, detect violations, and enforce policies on corporate intranets. UniShield centralizes security administration for UNIX multi-platform systems with centralized security administration, password management, granular resource access control, privilege delegation, real-time monitoring and alert, and filterable audit reporting. It has four modules that protect various types of computing resources: the Enterprise Security Administrator (ESA) module, recommended for implementing a base-line level of security, controlling access to networks and hosts; the File Access Control (FAC) that protects files and programs on servers and the hosts connected to those servers; the Administrative Privilege Delegation (APD) module that enables the delegation of administrative privileges without giving away full root power or disclosing the root password; and the Advanced Security Monitor (ASM) module that uses keystroke monitoring and system call trace to transparently audit users, processes, programs, and file access on designated hosts. (Starts at $1499 per server, $199 per workstation) Network Information Technology, 12930 Saratoga Ave., Ste. B2, Saratoga, CA 95032. (408)996-1688. *www.nit.com/.*

Accessories

CD Armor



Keeping those expensive reference and game CDs free from damage is difficult, but the CD Armor is a protection system that shields both sides of a CD-ROM from damage while it's being handled, played, or just lying around. Made of an optically clear, non-refractive polymer shield, it attaches to both sides of the disc with an interlocking clasp system, encapsulating it and forming a protective shield, rigid enough to withstand any demanding handling conditions, yet thin enough to play in most any CD-ROM drive without any reduction to the image or sound quality. If any damage should occur, it is to the CD Armor shield, not the disc itself, and it can be removed and replaced. Also CDs can still be organized in space saving CD storage devices, and can also be replaced in their jewel case. You can also personalize the top CD Armor shield. The CD Armor Install Kit includes an installer and six shield sets. ($19.95) Digital Armor Inc., 520-5th Ave. SW, Ste. 600, Calgary, AB Canada T2P 3R7. 1-800-942-5224. *www.digitalarmor.com .*

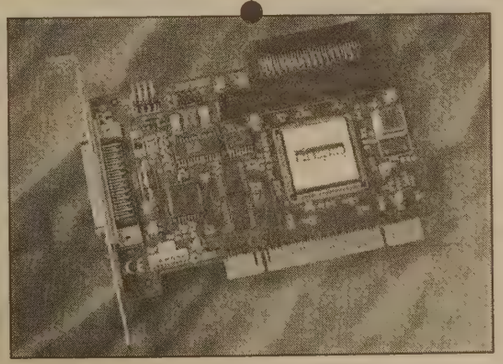
Product Reviews

Accessories Review

FirePort 40 PCI UltraSCSI Host Adapter

Manufactured By: Diamond Multimedia
List Price: $199.99
Review By: Woody Liswood

Before acquiring the FirePort 40, I was in "SCSI hell." I could not get my 4GB Seagate Cheetah Wide SCSI drive with a DTP SCSI controller to work with Windows 95 or Windows 98. I was able to format the drive with either FAT 16 or FAT 32 (I tried them both) and install Windows 95 or Windows 98, but could not get the SCSI drive to boot. The boot process would start smoothly, turn on the floppy drive light, and then just stop. If I tried to boot from the floppy drive, the system would seem to boot, but then Windows 95 or Windows 98 would not run.



I talked with tech support at DTP with out any luck. After some complaining, I finally got a call from one of their engineers who told me he "had heard of this problem before." He recommended that I leave about 2% of the drive out of my DOS partition and then redo everything. Unfortunately, this only worked for about two days, before breaking down again. In disgust, I gave up and went back to my 2GB IDE hard drive.

Then I acquired a Diamond FirePort 40 Wide SCSI controller card. I installed it, plugged the Seagate hard drive to the Wide SCSI connector, hooked up my Plextor SCSI II CD-ROM to the internal SCSI II connector, booted from a floppy, partitioned the hard drive to a single 4GB partition under Windows 95 and installed everything from scratch. Everything worked the first time. No problems. I tried the same with Windows 98. Again, no problem.

The FirePort 40 has 3 SCSI connectors. Internally there is a wide 68-pin connector, a 50-pin connector, and an external wide high-density 50-pin connector. You can use any two of these connectors simultaneously. As with all SCSI devices, make certain that the end device on each cable has the proper termination and that none of the other devices are terminated. According to the documentation, "You can connect up to seven SCSI, Fast SCSI, and/or Ultra SCSI devices on a single-ended Ultra SCSI bus only if they are evenly spaced on a 1.5 meter Ultra SCSI cable (.019m between devices). You can connect up to four devices if they are evenly spaced on a 3-meter Ultra SCSI cable (0.75m between devices). Your single-ended SCSI bus should not exceed 3 meters (total internal and external cable lengths), even with fewer than four devices."

The FirePort 40 comes with a variety of MS-DOS and Windows drivers. It also comes with GEAR 4.0, WebGrabber 1.0, CD Replicator 1.0, and Diamonds SCSI Diagnostic utility for Windows 95 and NT. Combined, this software lets you capture and store information on CD-R disks.

FirePort 40 Wide SCSI controller card not only solved my problem, but it worked directly out of the box the way you would expect things to work in a plug-n-play environment. (Diamond Multimedia, 2880 Junction Ave., San Jose, CA 95134. 408/325-7130. *www.diamondmm.com/*)

continued on page 176

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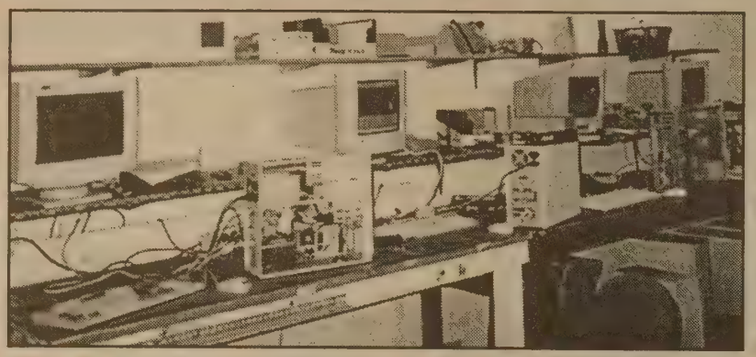

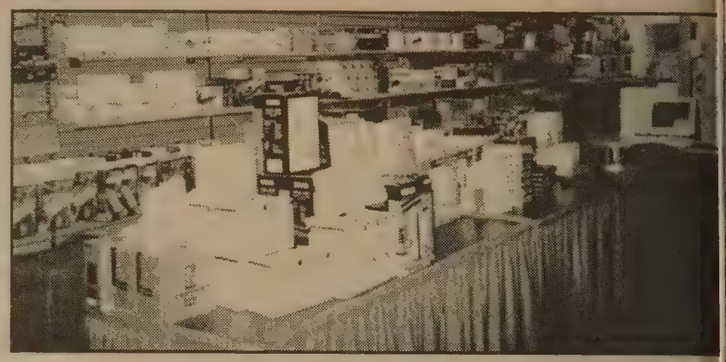

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- 56K Internal Fax/Modem w/Voice
- Diamond Stealth 64 PCI w/2MB DRAM
- Mid-Tower Case w/230W P.S.
- Amplified Stereo Speakers 160W
- Enhanced 104 Key Keyboard
- Microsoft OEM Serial Mouse w/Pad
- Windows 95 (OEM, CD-ROM Ver.)
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Monitor Not Included

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intel.

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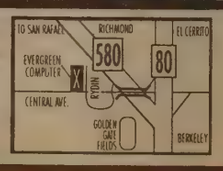

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480 CDT	233MMX	3.8	32	10X	33.6	12.1TFT	$CALL
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392T	166MMX	3.2	32	20X	NO	12.1TFT	$2195
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394T	200MMX	3.2	32	20X	NO	12.1TFT	$2489
395T	233MMX	3.2	32	20X	NO	12.1TFT	$2695

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7580	233MMX	4.0	32	20X	56K	13.3TFT	$3595
1120	233MMX	4.3	32	20X	56K	13.3TFT	$2939
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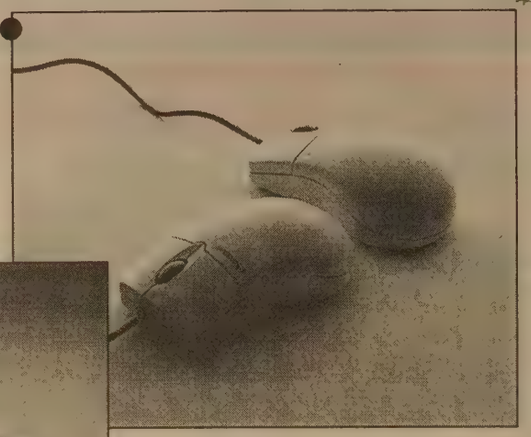
EVERGREEN

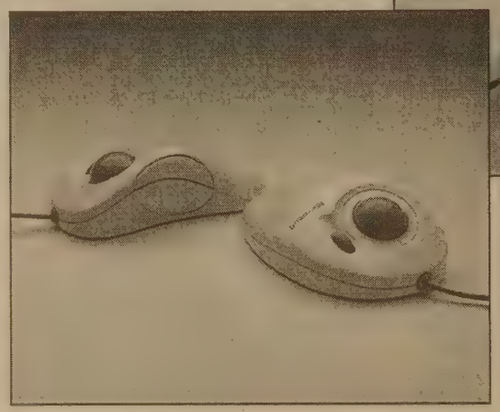
continued from page 173

IntelliMouse Mouse and TrackBall

Manufactured By: Microsoft
List Price: $84.95
Review By: Woody Liswood

If you are using the latest versions of Microsoft software, such as Windows 98, Office 97, or Internet Explorer 4.0, you should consider also using a Microsoft IntelliMouse mouse or trackball. Both the mouse and trackball feature a small wheel, which can also act as a push button, and specialized software that add greater functionality to your computer.





On the mouse, the wheel is between the right and left buttons. On the trackball, it sits to the right of the trackball, while the two regular buttons are to the left.

With IntelliMouse mouse and any of Microsoft's IntelliMouse software, you no longer have to manipulate the vertical scroll bars to move back and forth through a document. By pressing the wheel down until it clicks, an up/down arrow surrounded by a circle appears. Moving the mouse pointer over the up or down arrow causes the document to scroll in that direction. The farther the cursor is from the arrow, the faster the document scrolls. For long Web pages, I set the scrolling speed at a pace that is easy for me to read and just let things flow. I would use the IntelliMouse mouse or trackball just to have this capability.

IntelliMouse software offers a variety of additional features, including settings for speed, double-click speed, and even keeping track of how many miles you have moved the cursor across the screen. A feature called Focus makes a dialogue box active when you move the mouse pointer onto the box.

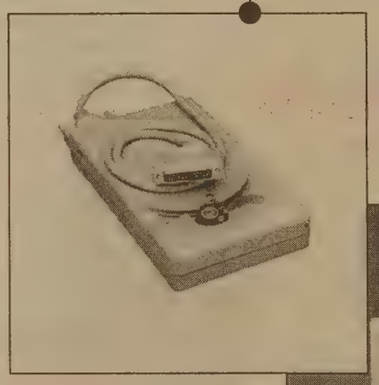
The Sonar function helps you find a missing cursor. When you press the control key, a series of concentric circles appear around the mouse pointer. On the other hand, I found the Vanish feature somewhat disconcerting. When activated, Vanish causes the pointer to disappear when you start to type and to reappear when you move the wheel.

Whether you prefer working with a mouse or a trackball, IntelliMouse can make your time surfing around the computer easier and more relaxing. (Microsoft Corp., One Microsoft Way, Redmond, WA 98052. *www.microsoft.com* .)

IDE To Parallel Port Hard Drive Transformer
IDE To Parallel Port CD-ROM Transformer

Manufactured By: ValueStor
List Price: $89 each
Review By: Woody Liswood

What are you going to do with that old hard drive when you upgrade to a multi-gig drive? What about that 4x CD-ROM drive when you install a new 24x drive?



ValueStor offers an elegant answer to these questions with a pair of portable parallel port drive kits. With your hard drive, for example, you would now have an extra drive for transporting information to remote locations, doing backups, or for an emergency.

Likewise, the ValueStor portable CD-ROM kit gives you an extra CD-ROM for emergencies or a second CD-ROM drive for keeping reference CD like the unabridged *Oxford English Dictionary* available at all times.

The ValueStor kits are refreshingly simple to use. They have the necessary plugs that connect directly into your CD-ROM or hard drive. It takes no more than five minutes to place them into the case and screw the top shut. The documentation offers lots of pictures, but the process is so obvious you really won't even need to look at them.

They connect to your computer through the parallel port and come with drivers for MS-DOS, Windows 3.x, Windows 95, and Windows NT. I tested both devices with Windows 98 Beta 3 without any problems. They have a pass through parallel port plug so you can keep the CD-ROM or hard drive attached to the system and still have a place to connect your printer. But, be aware, not all printers like to share the parallel port with other devices.

One solution to this problem, is to get a parallel port data switch and keep everything separate. Yes, you give up using the CD-ROM or the hard drive at the same time you want to use your printer, but there should not be any conflicts using this setup.

The ValueStor containers for hard drives and CD-ROMs are a wonderful way to preserve equipment that still work perfectly, but have become "homeless" when you upgrade with the latest and greatest versions. (ValueStor, 1609-B Regatta Ln., San Jose, CA 95112-1116. 408/437-2300, 1-800-873-8258.) ◆

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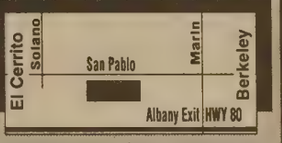

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Gulch Gossip

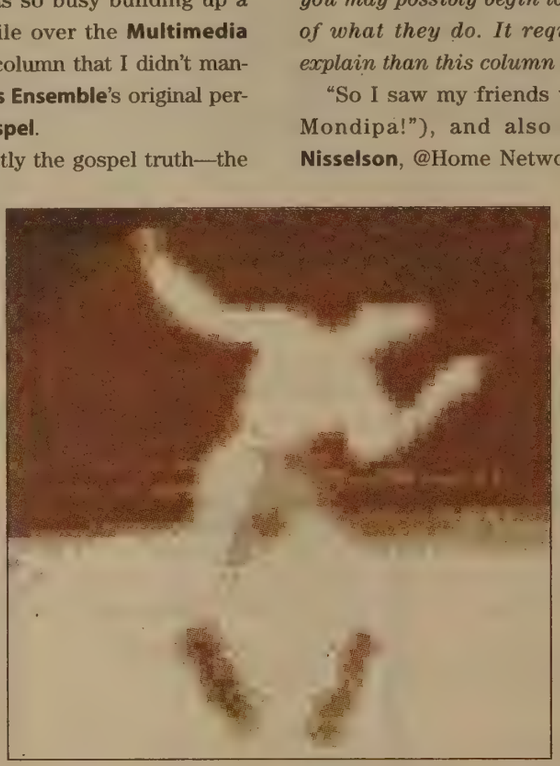
By Jonathan E.

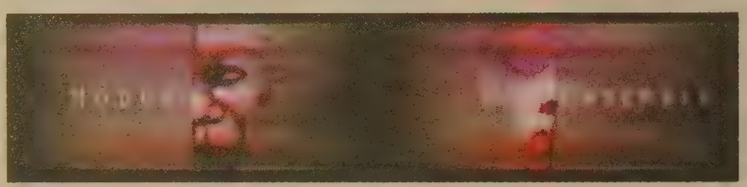
"The Content Group is a major funding source for Modus. Its CEO, Timothy O'Brien, is on Modus' board to make sure that Modus (a multi-disciplinary performing arts organization that explores the humanistic concerns of the information age) gets to do its thing in public."

Content Grouping With Modus

Last month, I was so busy building up a good head of bile over the **Multimedia Summit** in this column that I didn't manage to get to **The Modus Ensemble**'s original performance piece, **Our Gospel**.

Umm, that isn't exactly the gospel truth—the night of the press performance I was actually at ***Macromedia***'s party for the launch of the ***ShockRave*** Web site. (Check it out for yourself at *www.shockrave.com* as zillions of others have reportedly already done; it's a pretty impressive site making a good case for multimedia finally being net-feasible—just don't get me started about the puerility of its cartoons, I've got high enough bile pressure already!) I would have gone to Our Gospel another night, but they'll only let me out of the hospital one night a week so I couldn't. However, my favorite avatar, **Nina Davis**, an enhanced data filter already and a veritable gossip writer in-waiting, did manage to attend and files this report.





"The Modus Ensemble performance was at **Theater Artaud**, a well established and interesting space in the Mission/Potrero area with a wonderfully large stage. Besides several theatre spaces, the building (which covers an entire block) contains three floors of artists' live/work studios inhabited by real artists rather than carpetbagging yuppies. I attended the opening night performance because it was being done by and with support from a number of people at **The Content Group**, an SF content-management and strategy company. The Content Group is a major funding source for Modus. Its CEO, **Timothy O'Brien**, is on Modus' board to make sure that Modus (a multi-disciplinary performing arts organization that explores the humanistic concerns of the information age) gets to do its thing in public. (*If you check The Content Group's Web site at* www.contentgroup.com , *you may possibly begin to understand the scope of what they do. It requires more detail to explain than this column affords.—je*)

"So I saw my friends who work there ("Hi, Mondipa!"), and also chatted with **Evan Nisselson**, @Home Network's Photo Editor. He showed me a draft of his work-in-progress, an extremely good-looking (though not always appetizing) photography book on American diners. Observing the crowd, I wondered if the performance would be interesting or just too self-referential. In the event, I was very agreeably surprised to find that, if the piece was self-absorbed, at least it referred to 'Us,' that hip and tortured crowd trying to give meaning to life and art and make a living in this area, in this industry, possibly even in a larger context. (*My God, Nina, what are you trying to do to my column? Get philosophical? —je*)

"The piece was called '**The Unbelievers**,' described as a non-linear story portraying the artists' search for inspiration. It was definitely a multimedia and content-managed piece, as dance, theater, video, music, and lighting were all integral parts of the performance. Of the ten scenes—none of which were perhaps just or only what they seemed—some were more moving and successful than others. The two scenes titled "**Suicide**" and "**Self Help**" were particularly gripping and eerily fascinating.

"Self Help" had six of the performers seated diagonally across the stage, facing forward, with the background a screen of bright red light. All were dressed for winter, with one last artist walking back and forth behind them dressed in a white lab coat and mask. A disembodied voice asked them to identify themselves, assigned them numbers, and proceeded to give contradictory self-help instructions in the most delightful

EST/brainwashing style. "Rub your hands to make them warm—a warm soul is a happy soul," followed by, "Take off your jacket, shoes, socks, shirt, and pants." The "scientist" would physically pounce on the sufferer of the supposed problem and engage in inappropriate touching or creep up behind the easily frightened individual only to noisily and aggressively run off with his or her pile of neatly stacked clothes as she was told to perform a relaxation exercise. The scene ended with the voice saying, "Remember, you will always have a home here in Building 36 Red." I wanted to make a little bonfire of self-help books.

"Suicide" was so disturbing that a lot of people in the audience started shivering, and gasped in disbelief during the performance. Its sole performer walked onto the dimly blue-lit stage wearing shorts and carrying a briefcase. He proceeded to intone a poem describing the lack of pain from the knife if you do it right, and how the bathtub in the motel room would be a warm ocean bed, coloring red while he'd fade. After which he took from the briefcase a sopping wet shirt, and slowly put it on. Followed by dripping pants, soaked socks and shoes, a tie so wet that the knot would hardly slide, and a jacket that must have been hideously cold, dripping as it was. All done agonizingly-slowly, and without expression. If there is life after death, I hope it is not this cold and painful.

"There was also "**Search for Guidance**," a short video satire of a TV psychic "helping" people calling into her show. And another scene entitled, "**Rape I**" with a video playing in the background, featuring a young woman being cajoled into doing what she seemed unsure about. Other scenes featuring the entire ensemble included an interesting interaction of movement/dance and voice/music.

"The sound system could have used a little bit of fine-tuning particularly for the last piece. However, overall it was a more than worthwhile evening of performance art that actually did some exploring of various humanistic concerns of the information age. Unfortunately, Our Gospel had only a short five-night run. Perhaps contacting Modus at either *www.modusensemble.com* or (415)512-1220 will convince them to try for another run or a special repeat performance. At least, you'll be able to check up on future productions dealing with whatever it is that the information age is doing to humanistic concerns."

Thank you, Nina. As always, anyone who wishes to contact Nina for her highly recommended data filtering services or her other talents such as translating broken English as spoken by Russian programmers into good Dutch for software manuals can contact her at *nina@dnai.com* .

Electronic Frontier Foundation Hits Print

The press release for the book *Protecting Yourself Online* describes its principal author, **Robert Gelman**, as an "Internet activist for over ten years." In a recent ***X-Files*** episode written by **William Gibson**, the lead cyberactivist character was called Gelman—true, it was David rather than Bob, and he was killed in the first few minutes. Coincidence maybe—but close enough, I thought, to bring it to Bob's attention. It turns out that he watched the Olympics instead of *The X-Files*, proving that no one's perfect.

However, I'll always think of Gelman as the man who ran away from home to join the circus, **Cirque du Soleil**, when he was in his late thirties. At least, that's the part of the story of his life that he once told me. Besides that adventure, I've actually seen Gelman beating out a ferocious rhythm on a drum, a djembe if I recall right—it certainly wasn't a tin one. He's also been a producer for both **Burning Man** and the **Digital Be-In**. Besides that, he barrages my email box with bad jokes, frequently of borderline political correctness, and updates on various cyber-rights issues. So how did he find the time to write this book, even if he now claims, "For all the work, it looks more like a pamphlet to me?"

"However, *Protecting Yourself Online* does have a reasonably simple outline of most of the issues prowling cyberspace these days. It's almost a *Cliff's Notes* for the past five years of *Wired*."

He had some help from **Stanton McCandlish**, a coordinator of numerous projects for the **Electronic Frontier Foundation**, as well as other members of the EFF, including, one presumes, **Barry Steinhardt**—newly appointed President and Chief Executive Officer of the EFF—who gets a big write up in the press release but whose name is not readily found in the book. Members of EFF are also prominently credited on the cover along with a foreword by **Esther Dyson**. (For members of the reading public who hang on every one of my words, last month's Multimedia 101 column included a review of Dyson's **Release 2.0** book. It may be found at *www.microtimes.com/177/mm101.html* .)

Anyway, what's *Protecting Yourself Online* like? Actually, it's pretty scary, because as far as I can tell from "the collective insight and experience of EFF," which the jacket blurb boasts is what's in the book, protecting yourself is either a lot of work or relies on the good nature and common decency of others.

Given the recent astounding amounts of spam—I mean unwanted email pitches, not the esteemed canned-meat product made from chopped pork shoulder by Hormel—that I've received from individuals who are too chicken to provide a valid return email address, good nature and common decency are in short supply by the scummier denizens of cyberspace. Unfortunately, the book, despite its cover and PR claims, does not have detailed information on how to beat this particularly irritating problem. There are a fair number of suggestions about what steps one might take to filter or otherwise fend off more upfront spammers, but all of them require some considerable time and effort.

Personally, I'm so fed up with it that I'd cheerfully sever the physical appendages that offenders use to operate their keyboards, but the book doesn't tell me how to locate those offenders in meatspace so I could apply that drastic physical remedy. If they turned out to be using speech-recognition software, I suppose that would mean cutting out their tongues making them sort of involuntary **neo Ellen-Jamesians**. The hell with their free speech. That's my version of frontier justice. See what I mean about the scarcity of good nature and common decency?

The shortcomings of cyberspace cannot, of

course, be laid at the door of the book, but overall it suffers from the well-intentioned and omphaloskeptic (look it up—thanks to **Jim Gasperini**, interactive multimedia pioneer now designing the new version of **Sim City** at **Maxis**, for introducing the word to me) naivete that characterizes so much of digerati thinking (or is it just fuzzy logic?). The book actually claims that "most people can" get on the Net, which is among the most absurd claims I've ever read.

However, *Protecting Yourself Online* does have a reasonably simple outline of most of the issues prowling cyberspace these days. It's almost a **Cliff's Notes** for the past five years of ***Wired***. As you might expect from anything connected with the EFF, it makes a strong pitch for encryption.

Most importantly, Gelman acknowledges that the book isn't complete while attempting to cover a moving field, and so he provides plenty of URLs for further research if one is so inclined.

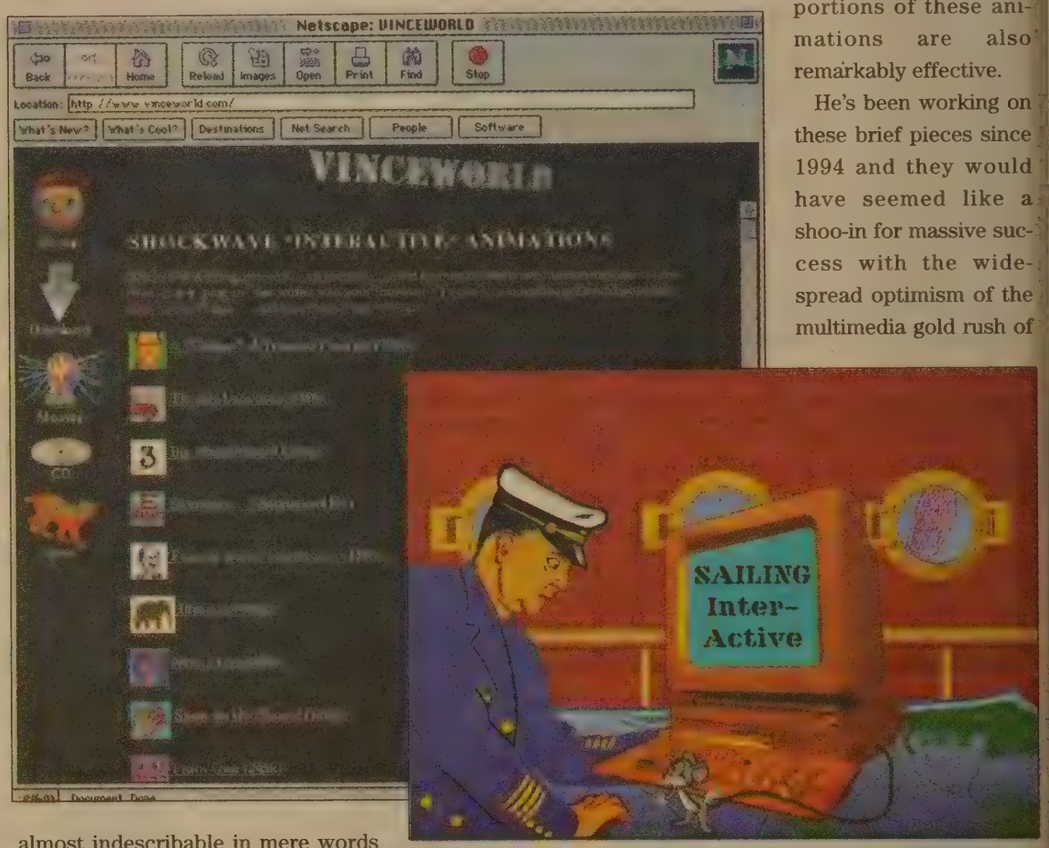
Frankly, I think that the book makes a good case for the Internet being more trouble than it's worth for a lot of those who are not already on it and who have no particular needs that the Net would readily fill. Folks with no online experience who read it might well decide that they just couldn't be bothered, which could make it an even more valuable book than it was intended to be.

The frontier isn't for everyone. Perhaps the great lie of our times is that everyone has to move there; certainly the computer industry's attempts over the past few years to herd the general population in that direction, aided and abetted by compliant mass media constantly touting the new and exciting while postulating dreadful attacks from child pornographers and renegade hackers, has more to do with the industry's need to continue expanding its markets than any grand altruistic vision. *Protecting Yourself Online* makes it clear that there are many fundamental drawbacks to Internet technology despite the glittering promises.

Protecting Yourself Online is recommended for those taking their first steps in cyberspace as well as those who are only contemplating their entry. Seasoned travellers will probably already know most of what's in it, although it may still well be a useful reference and will probably contain some useful URLs if you're experiencing difficulties with the terrain or the locals. Get yours at a book store near you in meatspace! It's published by **HarperEdge,** an imprint of **HarperSanFrancisco**, part of **Rupert Murdoch**'s massive media empire, for a mere $15. The ISBN is 0-06-251512-8.

I'm Going To VinceWorld

If there was any justice in this rotten stinking cruel world, **Vince Collins** and his **Experimental Animation and Interactive Media** would already be huge—bigger than **South Park**—and I would have written about him months, even years, ago. You'd also have read and heard about him in all sorts of mainstream media outlets as the brightest young thing around. His stuff is awesome, almost indescribable in mere words although to get a clue you might consider the "mental" part of the word "experimental."



Several years ago mysterious floppy disks (remember them?) would arrive in my mail containing peculiar little animations but no significant information. Although they were impressive, I didn't really know what to do with them at the time—and back then, before the corporate blanding of multimedia, there was a lot more of this kind of interesting work around so they didn't stand out quite as much as they now do. Today, it's obvious who was sending them. Several months ago a CD-ROM with a press release and an URL appeared in my mailbox—and has since slipped to the bottom of the pile every month. Apologies to all because Collins' style is vividly distinctive and deserves a far wider audience.

Brightly colored and scathingly funny with a substantial dose of absurdity, his animations point the way to a possible future popular art form. With titles such as "**What If Telephones Weren't Interactive**," "**The National Interactive Test**," "**Sailing, Interactive!**," "**Show Me The Monet!**," and "**Lightspeed Thai, Lesson 1**," Collins tears off big chunks of our society's and industry's obsessions with various media and art forms, chews 'em up and renders them into satirically sparkling vignettes. As well as his striking visual sense, Collins has a deft ear, and the audio portions of these animations are also remarkably effective.

He's been working on these brief pieces since 1994 and they would have seemed like a shoo-in for massive success with the widespread optimism of the multimedia gold rush of the time. Not so—or at least not yet. Today, Collins has his own Web site, *www.vinceworld.com* , from which you can download his titles individually for free.

More satisfactory, much more supportive of the artist, and providing you with a nifty jukebox interface, you can buy an individually created CD-ROM, signed, numbered and dated for a mere $20. If you're a collector of odd things, this is a fabulous opportunity to pick up something that you'll enjoy now and that should have substantial value, at least historical, in the future. Remember, lower numbers are better! Go to the site now for full details and a taster or just send the cash, money order, or check to Vince Collins, 1565 10th Ave., San Francisco, CA 94122. ◆

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Games And 3D

3Dfx Interactive Pushes The Envelope

By Tony Reveaux

Andy Keane, VP Marketing of San Jose-based 3Dfx Interactive, *believes that eventually PCs will come roaring out of the gate fully game-ready with 3Dfx chips supercharging the motherboard directly instead of waiting for the boost of an add-in accelerator.*

As the average desktop PC continues to become more processor-powerful with each successive model, it is also performing more and more as a multimedia computer. It is now unusual for a consumer to buy a complete system that does not come standard with color monitor, CD-ROM drive, sound card and speakers. Some new PCs are coming loaded with MMX (Matrix Math eXtensions), a Pentium processor with enhanced graphics, video, and other multimedia abilities.

Andy Keane, VP Marketing of San Jose-based 3Dfx Interactive, believes that the time will come when some of those PCs will come roaring out of the gate fully game-ready with 3Dfx chips supercharging the motherboard directly instead of waiting for the boost of an add-in accelerator.

While today's PC or Mac may be multimedia aware, its yet another thing to have enough math muscle for a 3D action game like Quake or a flight simulation like F-15. Graphics acceleration boards, most costing less than $300, can make the big difference.

3Dfx's Voodoo technology has become the market leader in the last three years, with several board manufacturers using 3Dfx chips and with dozens of developers releasing over a hundred games that are hardware-aware of the Voodoo algorithms.

I asked Keane to describe how game development has evolved over this critical time frame and what we can expect to see coming up in the PC performance event horizon.

3Dfx Voodoo

Coin-op arcade games, with their more powerful processors and displays, whetted the appetite for home-based PC gamers. As movies and television increase their use of digital special effects, expectations continue to be raised.

"1995 was the transition stage from the 486 to the Pentium," says Keane. "What really drove the initial sales of the highest-speed Pentiums was game players buying really beefy machines, trying to get more frames-per-second. Games began to move from a 2D-style technology to 3D.

"The best transition was demonstrated by id Software from Doom to Quake. Doom was what we really called '2 1/2D.' It used a lot of two-dimensional drawing techniques, but the environment that you walked around in was a 3D-style environment."

The transition from the 486 to the Pentium was a key change in the PC industry. "One of the technical characteristics of 3D graphics," explains Keane, "is that it uses a lot more math than two-dimensional techniques. Doing all those calculations needed the horsepower provided by the Pentium by a factor of four or more. The 486 FPU (Floating Point Unit) was very weak.

"3D has more in common with a scientific application than with a consumer application. The processor can only do so much, so that's where we came in. It needs a chipset that can take the output of that mathematical application, add more processing, and produce a good image on the screen."

"When we first came out with Voodoo Graphics in 1996 our minimum configuration was a Pentium 60. Eighteen months later, we're still

selling that card, which has a street price of between $119 and $149. We started by pushing up games that were already there, such as Descent II, VR Soccer, and Toshinden. They were using 3D graphics techniques, but they were doing it all in software. The Pentium is very inefficient at that software level. We give the game enough processing power that it can run in real-time frame rates. Our chip will translate the blockiness you see to a smooth color."

Preparing The Next Quake

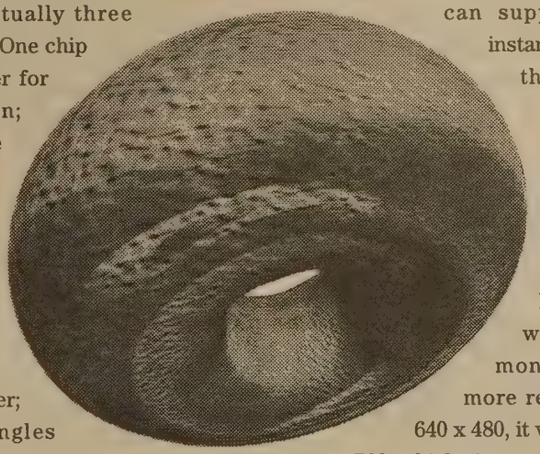
Games take about 12 to 18 months to produce.

"id Software knew that accelerators were coming when they began designing Quake," says Keane. "In Quake they used the technique called lighting maps which creates lighting and special effects. Activision took those techniques and raised them to the next level for Quake II with more triangles and more textures. It is now a movie playing in front of you.

"As new games have come along, they have become more hardware-aware in their design. Longbow II is a good example. Halfway through its development, Electronic Arts enhanced it for hardware. And flight-sim games like that are just the perfect match for accelerated 3D."

The Pentium II has given the industry another very big jump, by a factor of two to three. A good example of that performance is seen in Activision's Quake II. It runs 30 frames a second on a Pentium, and on a Pentium II it runs at 60 frames a second. It also supports 3Dfx's Voodoo2, which took some arcade technologies that hadn't been ready for the consumer market.

"The Voodoo2 is actually three chips," explains Keane. "One chip handles the frame buffer for the screen information; then there are two more chips which handle textures. That allows us to do more special effects and to put multiple textures on top of each other. There's more raw speed. The clock rate was higher; it can calculate triangles faster. Voodoo was 45 megapixels-per-second fill rate and Voodoo2 is 90." Some of the titles that are designed in the Voodoo2 generation are Quake II, DaiKatana, Jedi Knight, Microsoft Flight Simulator 98, GPolice, Hexen II, Battle Zone, Need for Speed 3, and Earth Siege III.



The Voodoo Graphics and Voodoo2 boards focus on games, but they will also provide an acceleration lift to other 3D applications such as modeling and CAD, if their programs can support hardware. For instance, there is a company that makes a software plug-in for 3DStudio Max that enables that application to render in real-time through a 3Dfx board.

"One of the things we have to look forward to within the next 18 to 24 months," says Keane, "is more resolution. Rather than 640 x 480, it will be 800 x 600 or 1024 x 768, which gives you much more detail and

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a more pleasing image, and a lot more triangles, which gives you more detailed characters and environments and more special effects. Alpha blending, z-buffering, MIPS-mapping, dual textures—in a normal chip, they tend to slow things down the more they are used. With Voodoo and Voodoo2, all of those features are built into the base performance."

Pushing the envelope further on ahead, 3Dfx Interactive has collaborated with The Motion Factory, Inc. to develop a 3D presentation that features "intelligent" digital actors to enliven and personalize a corporate overview. Using Newfire's Catalyst game development environment, the company has developed 3Dfx City, an immersive 3D version of its Web site that requires acceleration from its own Voodoo Graphics, Voodoo2 or Voodoo Rush products (*www.3dfx.com*).

Games And Mac: Sneaking In The Back Door

As legend has it, in Apple's early years it was decided that the company would avoid displaying any overt commitment to game development so as not to appear frivolous to the business market it was courting so earnestly. Of course it was DOS and Windows that became the bedrock for both business and games, with neither being daunted in the least by the other. Since then, Apple has produced the extensive Game Sprocket development environment.

There have always been some good Mac-based games, but the overwhelming majority of desktop computer game titles are developed for the PC side. But there are ways that the crafty Mac user can steer his joystick into that galaxy of games: software emulation, an Intel processor PC compatibility board and enhancement with a graphics acceleration board.

Connectix' Virtual PC 2.0 emulation package has the flexibility to run any PC operating system, from Windows NT to Windows 95, Windows 3.11 and DOS to IBM OS/2 and Windows 98 (mail order: $70–$150). While its main mission in life is to allow PC software from the office to run on your Macintosh, it can also let you play PC games with full graphics, stereo sound, and joystick support. Virtual PC 2.0 provides enhanced support for Microsoft's DirectX technology so you can run Windows 95 games on fast Power Macs (G3 recommended.) And, Virtual PC 2.0 can directly access a Voodoo Graphics 3D card.

***Andy Keane:** "3D has more in common with a scientific application than with a consumer application. The processor can only do so much, so that's where we came in. It needs a chipset that can take the output of that mathematical application, add more processing, and produce a good image on the screen."*

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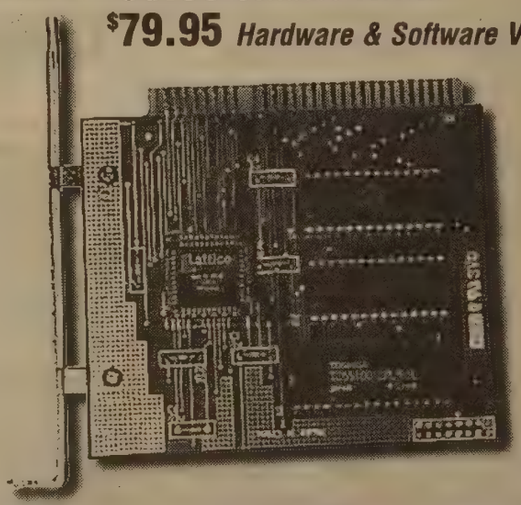

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The TechWorks Power3D Mac-Graphics Card is designed for the Macintosh (mail order: $220). This accelerator card is based on 3Dfx's Voodoo Graphics. The PCI Bus 4MB card is designed to turn a Macintosh PowerPC (and you) into an arcade warrior. The combination of Virtual PC 2.0 and a Voodoo card does indeed open the door to acceptable action gaming. I saw Tomb Raider II being played on this base, and it briskly covered all the polygons in good order. You'll be too busy dodging darts and creaming critters to count the MIPS.

The Voodoo Graphics and Voodoo2 boards focus on games, but they will also provide an acceleration lift to other 3D applications such as modeling and CAD, if their programs can support hardware.

Books And Games

You may have heard that one of the most profitable areas of multimedia is games. *Game Developer's Marketplace* by Ben Sawyer, Alex Dunne and Tor Berg (Coriolus, $ 49.99 + CD-ROM) can be invaluable for not only developers, but anyone who is involved with the computer gaming industry.

If you are a content manager, you can find more information on the console platforms and markets to help to determine if there are opportunities or pitfalls there. If you are starting out as a programmer or designer, it lays out the demands and rewards of different sectors of gaming. The book is thorough in covering all the aspects of design, financing, packaging, marketing, promotion, and distribution of titles. The CD-ROM provides a trove of game development resources and tools and a database of industry resources.

Okay, so you need to take a break from all that development and want to relax with a game. Until you get absolutely stuck within one of the irrational whorls of some strung-out designer's idea of continuity. You call this relaxing?

Help is in hand with *Computer Gaming World Graphic Adventure Companion* by Ronald Wartow & Scorpia (BradyGAMES, 24.99). Herein you will find walk-throughs, tip charts, and cheats for 28 of the most popular adventure titles, including Zork Nemesis, Bad Mojo, Myst, Phantasmagoria, Discworld, and Deep Space 9: Harbinger. You may not find every key to every door, but chances are this will let the clue slip that will let you lurch on to the next challenge instead of just staring at the screen. ◆

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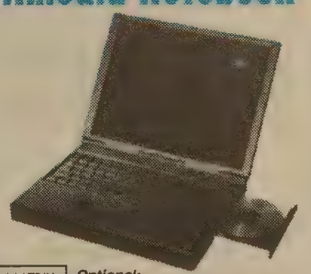

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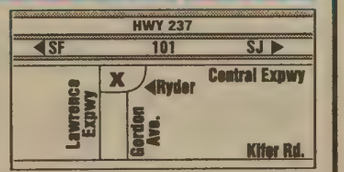

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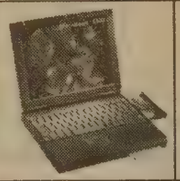
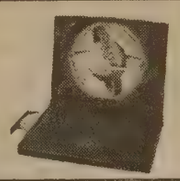
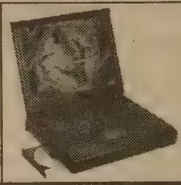
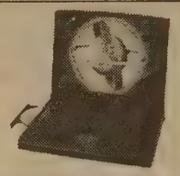

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CD ROM	Speed	20X or Higher	20X or Higher	20X or Higher	20X or Higher	20X or Higher
Display	64-bit PCI Graphics	Trident Cyber 9385	Trident Cyber 9385	C&T 65554 PCI bus	C&T 65555 PCI bus	C&T 65555 PCI bus
	Video RAM	2MB EDO	2MB EDO	4MB EDO	4MB EDO	4 MB EDO
	LCD	12.1 TFT SVGA	12.2 DS/TFT SVGA	13.3 / 14.1 TFT XGA	15.1 TFT XGA	12.1 SVGA/14.1 TFT XGA
	Resolution	800 x 600, 16.8M Colors	800 x 600, 16.8 Colors	1024 x 768, 16M Colors	1024 x 768, 16.8M Colors	1024 x 768, 16.8M Colors
	External CRT up to	1280 x 1024, 256 Colors	1280x1024,256 Colors	1280 x 1024, 16M Colors	1024 x 768, 16.8M Colors	1280 x 1024, 16.8M Colors
Audio	3D Surround Sound	Yes	Yes	Yes	Yes	Yes
	Built-In Microphone	Yes	Yes	Yes	Yes	Yes
	Built-In Speaker	Yes	Yes	Yes	Yes	Yes
	Wave			Yes	Yes	Yes
PCMCIA	Number of Type II/III Slot	2/1	3/1	2/1	2/1	1/1
	Zoom Video & Card Bus Support	Yes		Yes	Yes	Yes
Keyboard		Windows 95 keyboard	A4 size Win 95 Key	A4 size Win 95 Key	102 Keys Win 95 KB with Numeric Keypad	88/89/90Keys 19 mm Pitch
Pointing		Built-In Glide Pad (PS/2)	Trackpad Pointing Device	Trackpad Pointing Device	Trackpad Pointing Device	Trackpad Pointing Device
Device	Infrared	Fast Infrared	Fast Infrared	Fast Infrared	Fast Infrared	Fast Infrared
I/O Interface	USB Port	Yes		Yes (2 Ports)	Yes (2 Ports)	Yes (2 Ports)
	Serial Port	Yes	Yes	Yes	Yes	Yes
	Parallel Port with ECP/EPP Support	Yes	Yes	Yes	Yes	Yes
	External/Mouse Port	Yes	Yes	Yes	Yes	Yes
	External CRT Port	Yes	Yes	Yes	Yes	Yes
	Game / MIDI Port		Yes	Yes	Yes	Yes
	Audio Jack for Line-In	Yes	Yes	Yes	Yes	Yes
	Audio Jack for Line-Out	Yes	Yes	Yes	Yes	Yes
	Audio Jack for Microphone-In	Yes	Yes	Yes	Yes	Yes
	S-Video Jack for TV Output		Yes	Yes	Yes	Yes
	RCA Jack for Video Input				Yes	Yes
	Connector for Port Replicator		Yes	Yes	Yes	Yes
Power System	NiMH Battery / AC Adapter	Yes/Yes	Yes/Yes	Yes/Yes	Yes / Yes	Yes / Yes
Power Management	Stand By Mode	Yes	Yes	Yes	Yes	Yes
	Suspend to HDD/DRAM	Yes	Yes	Yes	Yes	Yes
	Support APM V1.2 and ACPI V1.0	Yes			Yes	Yes
Dimensions	Physical	11.7" x 9.4" x 1.8"	11.8"x8.9"x2.0"	12.7" x 10.3" x 2.3"	14" x 11" x 2.2"	12.4" x 10.2" x 2.2"
	Weight	7lbs.	7.95Lbs.	7.95Lbs.	9.9Lbs.	7.4Lbs.
Accessories	Owner's Manual	Yes	Yes	Yes	Yes	Yes
	Carrying Bag with Strap	Yes	Yes	Yes	Yes	Yes
Starting Price		**$1,435**	**$1,385 (DS) $1,535 (TFT)**	**$1,950**	**$2,480**	**$1,730 (12.1") $2,230 (14.1")**

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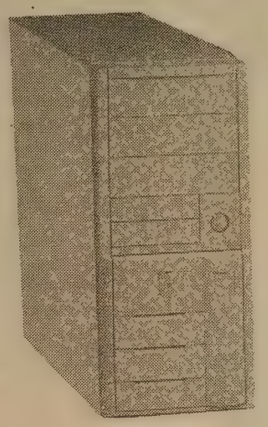

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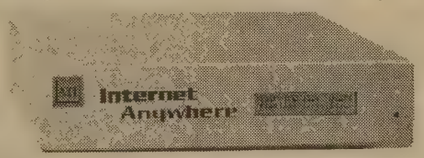

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on PalmPilots and MS Windows CE devices. They call it a Web channel manager. In a nutshell, their software converts a Web page into something viewable on a handheld. They claim to be able to render virtually any Web page.

AvantGo's goal is to augment a company's existing intranet infrastructure and provide easy access to things like employee directories, price lists, inventory and other corporate data. It appears that URLs, either local (intranet) or remote (Internet) are pre-defined and then transferred whenever users synchronize their handhelds. This would undoubtedly include remote synchronization via modem, etc.

Some people at the University of California, Berkeley are taking a more open-ended approach. They have developed a PalmPilot app based on a similar technology called Top Gun Wingman (*www.isaac.cs.berkeley.edu/pilot/wingman/*). Now, Wingman acts more like a regular Web browser and allows you to access any URL on the fly. Best of all, this product is absolutely free. Of course, because pages are being translated in real time, there is a small speed penalty while the HTML code and graphics are being processed, but it's surprising how well pages look on a tiny PalmPilot screen.

Top Gun Wingman simulates a Web browser that's absolutely free.

Using your own IP connection, Top Gun Wingman links to a proxy server at the university running on a workstation cluster, and a simple representation of the output is "spoon fed" to the browser client. It supports HTTP, FTP, and gopher protocols, as well as four-color graphics, a large subset of HTML 3, and a user-controllable hotlist and offline browsing cache. Security and HTML forms will be supported soon, although some "forms" functionality is available through the use of "aggregators."

Aggregators are a pre-defined service that goes to certain Web sites to collect and forward whatever data you request. Currently supported aggregator sites include Hotbot, AltaVista, Yahoo search, and TripQuest.

RIP Newton

In an ironic twist of fate, the announcement of the new Palm III happened almost simultaneously with the announcement by Apple Computers that it would discontinue development of the Newton handheld device. Of course, many wonder why the Newton division was not spun-off (again) and sold, but if you think that they didn't try that route, you don't give Apple enough credit. I'm sure it was a financially black and white decision.

Interestingly, Apple has indicated that it will get back into the handheld market next year with Mac OS-based products.

Resources:

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Minstrel, $399
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We Take Requests

Well, that's it for this month. If there is something cool that you'd like me to cover, please drop me a line at *djn@ix.netcom.com*. So until next time, keep reaching for the stars and keep those batteries charged. ◆

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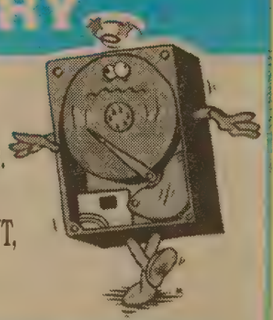

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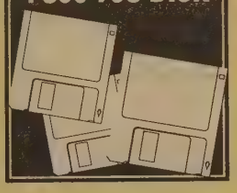

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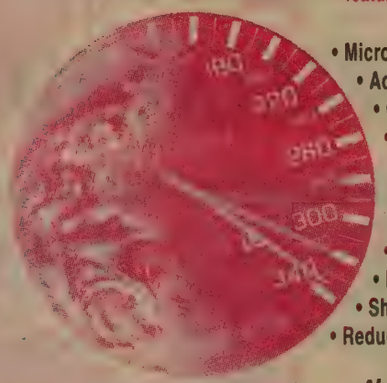

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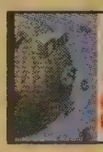

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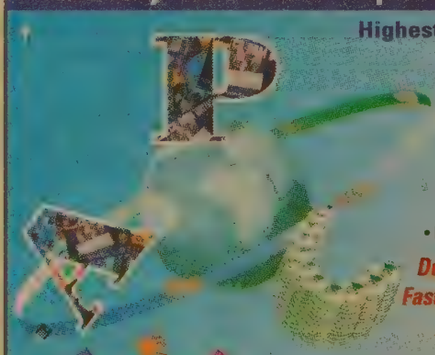

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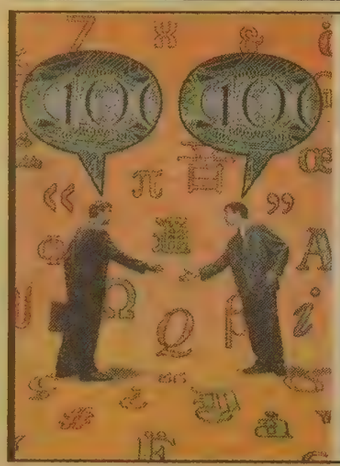

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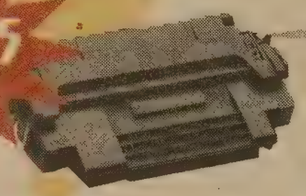

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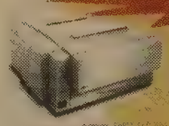

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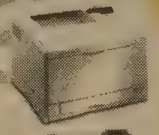

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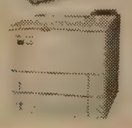

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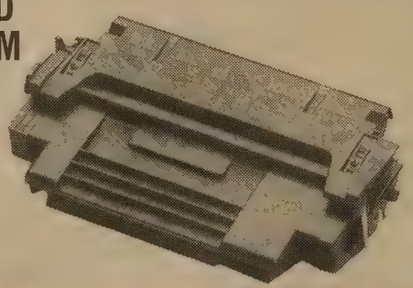

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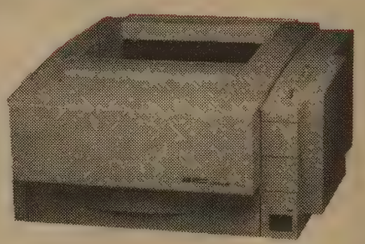

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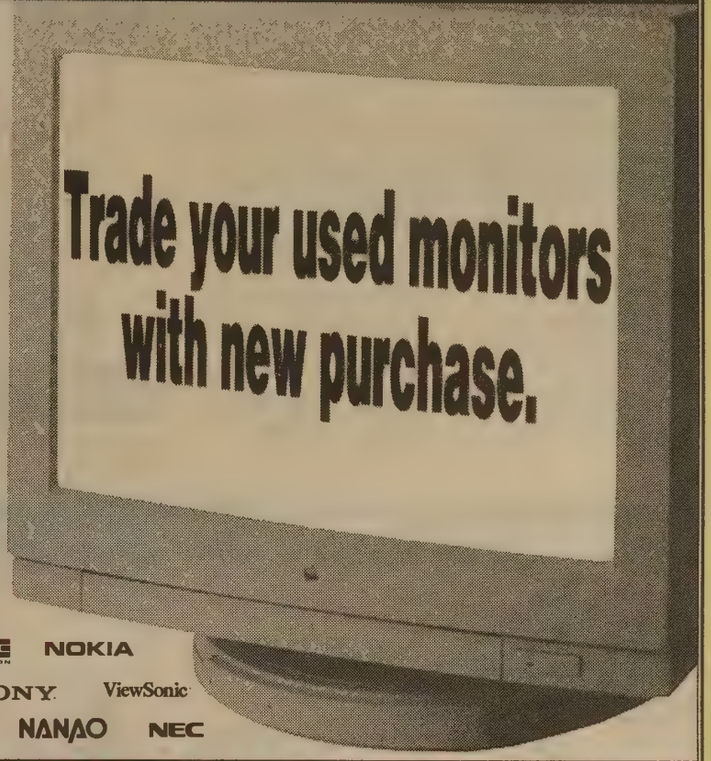

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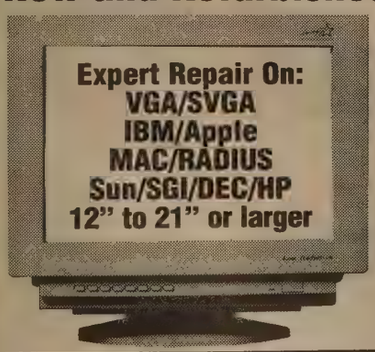

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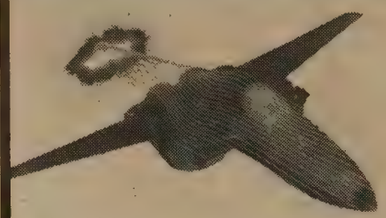

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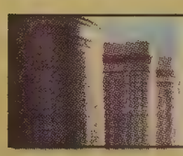

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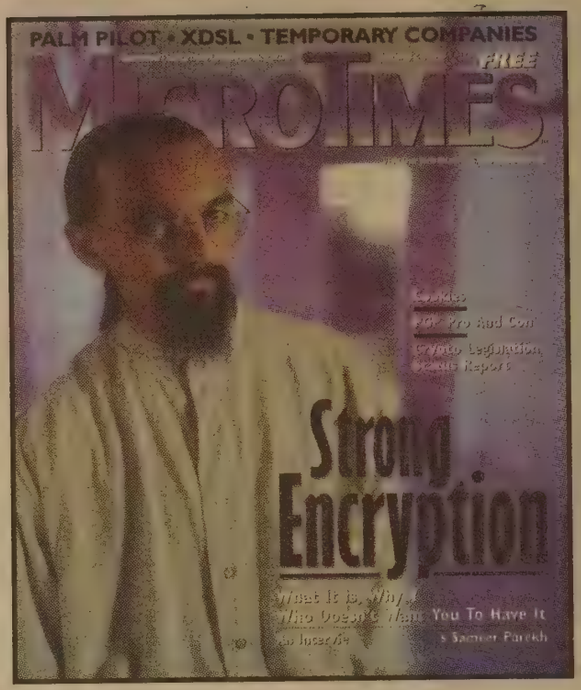

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restrictions lapse. The income will also be subject to employment taxes, and your employer will get a deduction for salary expense.

Or, you could make an "83(b) election" within thirty days of when the restricted stock is issued. Under this election, at the time the restricted shares are granted you will report wages equal to the full value of the stock (based on current market prices). Your employer gets a corresponding deduction. Any future change in the stock price will result in a capital gain or loss when you sell, as if you were an investor who purchased the stock outright.

Sounds like a better deal, but there are two significant risks associated with making an 83(b) election on restricted stock. If the stock is forfeited, for example, because you quit, you can claim a tax loss only to the extent of what you paid for the stock, which is often nothing. You can't recover any income or employment taxes that were paid because the shares were obtained at discount.

The lowering of capital gains taxes in 1997 therefore has important implications for most compensatory stock arrangements. This may be a good time to revisit any planning you did in the past, looking at the effect of new capital gains rates.

Secondly, there is a risk that the restricted stock does not appreciate, or worse, declines in value. Either way, under the 83(b) election the taxes come due sooner (the year the restricted stock was granted rather than the year the restrictions lapse). Moreover, if the stock price drops, there will be no refund of employment taxes previously paid, and the decline in stock value is subject to limitations on the deductibility of capital losses. By making an 83(b) election, you are betting that the stock will appreciate substantially, and that the company and you will stay together for the duration. ◆

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Complimentary Reprints:

The following is available free of charge from David Simon's office at (510)893-5753.

Bukofsky and Sherr, "Diverse Planning Opportunities Available Under The '97 Tax Relief Act (Part I)," *The Tax Advisor*, p.18 (January 1998).

Resources:

"Reducing Corporate AMT on an Employee's Stock Option Exercise" *The Tax Adviser*, p.265 (May 1997)

"Executive Compensation and Employee Benefit Implications of the Tax Relief Act of 1997," by K. Mong *Tax Management Memorandum*, Vol. 39, No. 1 (January 5, 1998)

Section 83 Income Recognition *The Tax Adviser*, p. 536 (September 1997)

The View From The Job Fair

continued from page 104

one of the large game companies. They don't have to be in one specific location to be doing that.

Southern California has very little semiconductor—typically the semiconductor industry down there is almost limited to situations where maybe you have a large company that has a little research lab developing circuitry for one of their products; they'll develop the chip and contract it out to a foundry to build the chip. There's still a lot of defense and aerospace down south; there's a lot of information systems, a lot of computer science, a lot of biotech.

Is there much demand in the entertainment business in LA?

I don't feel like I have a real good grasp on that. Disney is one of our clients, and they'll go with us and exhibit in certain markets trying to draw people into Southern California.

We don't see entertainment companies out there with us that much, because a lot of the young kids that have the programming skills are out there trying to get in. I think the game companies have a little better luck having the programming types come to them, because they're in such a creative field.

There's a lot of talk now that there aren't enough qualified US citizens to fill all the jobs, and therefore we should increase immigration quotas. How do you see this? Is there really a shortage of qualified people?

If you look at it as a global issue—global supply and global demand—there's not enough people to supply the global demand. Therefore I think opening up the quotas to allow more foreign people into the country to work does more to help the global situation. It helps to increase the global competition.

There's a tremendous shortage of the right type of people in the US today, and yes, you can find those people by going to Bangalore, India or London or Glasgow, and you can pull those people over here.

But they have shortages over there too.

And they're over here recruiting, too!

Absolutely. There's something really fun about that.

If you're a US citizen and you've lived here your whole life, there's something really neat about being able to go to Scotland and spend a couple of years working in a foreign country. It's part of life's experiences. If I want to move to France, I should be able to go to France and live in a villa on a vineyard somewhere and be a programmer.

And it looks great on your resume besides!

Absolutely. But it's a global problem.

So, as we sit here in the spring of 1998, based on what you're seeing at your job fairs, what are the most in-demand skills to have right now?

I think the area that's developing the quickest, and has the most excitement, has to do with the areas of interconnectivity of computers and people. The Internet; software and hardware products that are going to allow people to have videophones that work at a real-time level, whether you're across the desk or around the world, your communication is instantaneous.

Developing those products, and the databases and telecommunications and everything that's going to tie all that stuff in together, is a hot area. Secure transactions on the Internet. Just developing the backbone of the Internet so that it can handle all of this additional traffic.

All those areas are where the fun jobs and the real demand are coming from in the years to come. And it's going to be coming from small companies that employ 20 or 200 people, as well as the IBMs and the Compaqs and the Microsofts, who are out there trying to show the labor force that, "You can work for a big company like us, but we'll treat you like we're a small company." I think that's where it's going. ◆

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continued from page 78

software. I have been using this product (now in version 4) for ten years, and I now have 4,246 notes in its files. I keep it open at all times, and use it every few minutes. I happen to think that this is the best software for note-taking in Windows, but the main thing is to have some way to enter notes on your computer. You can use a contact manager, a database, a word processor, even Notepad. But grab those ideas when they come up—they are your raw material.

Writing A Small Amount Every Day: Oh, this can be so hard. What, I contradict myself? Well, I have found that the least painful way to get a large project done is to do a little of it each day.

The trick is to make yourself do only a little. For me the right amount is about a page a day. If I finish one page, that is enough. I give myself permission to go walk the dog.

If the spirit is up, of course, I may write many pages. That is fine, as long as it is pleasurable. And there are those days when a suddenly-imposed deadline chains you to the computer.

But in the really long-term projects, you need to have a pace you can keep up without burnout. Find that pace, and try not to drive yourself beyond it.

And if you are a procrastinator? Fine, procrastinate tomorrow. It will be even easier then. But today, write just one page.

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Read It Out Loud: My wife taught me this one, I think because she couldn't find a more tactful way to point out some ugly constructions I had put on paper. If you read your text out loud, chances are you will find your own errors.

The eye is able to skip over errors in grammar and infelicities of diction when they are written. When you say the same things, though, you catch them—not every time, no, but much more often.

Writing rose out of speech. When you read what you have written, you can hear it the way others will read it. You can feel the rhythm of the phrases. You can sense the aptness of the metaphors. And if the rhythms don't scan or the metaphors go clunk, you can catch it before the readers do.

I recommend just these four disciplines: Writing about what you love, taking notes constantly, writing a page a day, and reading aloud what you have written. They have served me well. If you follow them your writing life will grow easier, and daily more pleasant. ◆

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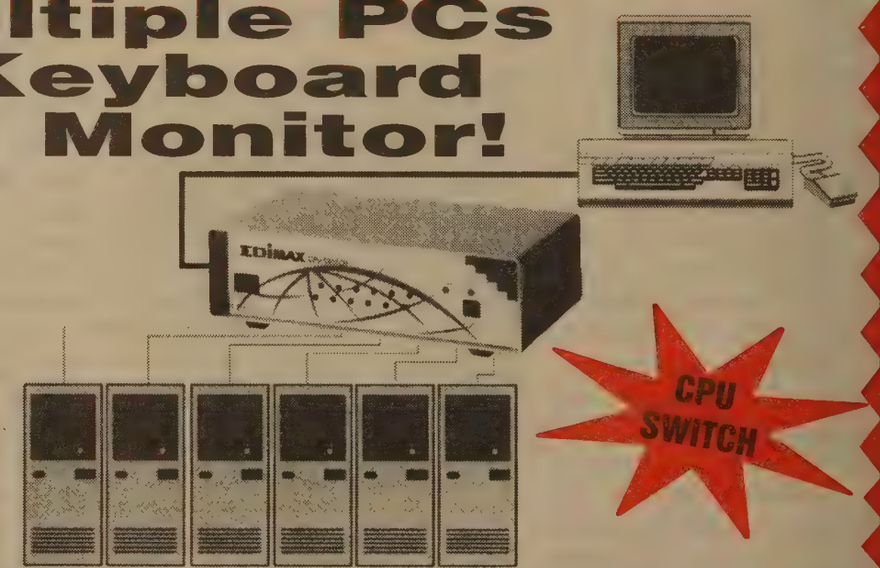

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continued from page 86

"proof-of-concept" that your business can grow as you scale upward. It also includes raising more than enough money to scale your organization according to your plan. (If you think you'll need $1.5 million, you'll need *at least* $3.3 million... trust me.)

And when you get venture capital, *don't* overspend. No, you don't need all new furniture. No, you don't need to bring 20 people to a tradeshow. No, you don't need to fly business class. Try scheduling all of your out-of-town meetings on early Monday mornings and take late Saturday "red eye" flights to your destination. It's a lot cheaper to stay a Sunday night in a Red Roof Inn than it is to pay non-Saturday stay-over fares. Book your ticket home for late Monday night and you'll only have one hotel night. Doing it this way not only saves you big bucks, but you'll be more rested for your Monday meeting *and* get to catch up on some work on Sunday. (By the way, the Red Roof Inns actually have computer desks, just perfect for spreading out and digging in.)

Don't spam. For those of you who are privacy hounds, the reasons are obvious. For those of you who think the privacy issues are silly, think of spam as a giant time sinkhole that will swallow you up.

Here's a simple test to see if you are overspending: Take your monthly expenses and divide them by the number of employees you have. If they are around $10K per employee per month, don't panic, but consider losing a few of those unwanted pounds around your waist. If you begin to approach $15K, start to panic. And if you're at 20K, you should already be in full blown hysteria...that is, if you want to control your own destiny for very long (as opposed to the VCs controlling it).

The Only "Don't" Advice You'll Ever Really Need

Don't *ever* forget that doing business on the "faceless" Internet is all about exemplary customer service. The customer is, as they say, always right. When they send a note to you, they want an answer *now*, just like you would want. And they don't want to be taken for a ride just because they're hearty enough to be a renegade or early adopter.

Like several of the other suggestions, this one is common sense, too. Unfortunately, the highway is littered with the roadkill of companies who thought they were treating their customers "just fine." If you don't think your customers—*all* of your customers, big and small—are your most precious corporate asset, don't even bother getting on the freeway.

Do Do This

I can't resist it: Tune in next month for a startup "To Do" list. ◆

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April 23–25 Waterside Publishing Conference. San Diego. Waterside Productions, Inc. *www.waterside.com*.

April 25 MarketPro Computer Shows & Sales. Fresno Fairgrounds, Fresno. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

April 26 MarketPro Computer Shows & Sales. Scottish Rite Center, Sacramento. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

April 26–30 Computer Audit, Control, and Security (CACS 98). IL. Information Systems Audit and Control Assoc. *www.isaca.org/cacs98.htm*.

April 27–29 Internet & Electronic Commerce Conference and Exposition (iEC). NY. Gartner Group. (203)256-4700, *iec@expocon.com*, or *www.expocon.com*.

April 27–29 RealNetworks Conference. San Francisco Hyatt Regency in Burlingame. RealNetworks, Inc. 1-888-887-3679, or *www.real.com/conference.com*.

April 27–30 DVC '98 Spring Conference and Exhibition. Santa Clara. 1-800-227-1234, *or www.bcr.com*.

April 27–May 1 IT Forum '98 San Francisco. Moscone Convention Center, San Francisco. Miller Freeman. *www.itforum.com*.

April 28–30 EMA98 Anaheim. EMA (703)645-9302, or *www.ema.org*.

April 28–30 The Enterprise Architecture Conference v 1.1. San Francisco. DCI. (978) 470-3880 or, *www.dci.com*.

April 30–May 1 IEEE-USA Conference: "Engineering Careers into the 21st Century: Maximizing Individual and Organizational Growth." AZ. (202)785-2180

May

May 2 MarketPro Computer Shows & Sales. Kern County Fairgrounds, Bakersfield. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

May 2–3 MarketPro Computer Shows & Sales. Solano County Fairgrounds, Vallejo. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

May 4–8 Networld+ Interop98. Las Vegas, NV. ZD Comdex and Forums 1-800-944-4629, or *www.interop.com*.

May 10–12 ACM Policy '98 Conference. Washington, DC. ACM. *policy98@acm.org* or visit *www.acm.org/policy98/*.

May 16 MarketPro Computer Shows & Sales. Fresno Fairgrounds, Fresno. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

May 17 MarketPro Computer Shows & Sales. San Joaquin County Fairgrounds, Stockton. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

May 17–19 Cyber-Trends 1998. Indianapolis, IN. Macmillan Publishing USA. *www.mcp.com/cybertrends*.

May 18–21 PC Tech Forum. Fairmont Hotel, San Jose. PC Magazine/Micro Design Resources. 1-800-527-0288, or *www.pcmag.com/pctechforum/*.

May 20–22 Forum For Hand-Held Computing In Healthcare. LA. World Market Strategies Ltd./PDA. *www.pda-expo.com*.

May 24 MarketPro Computer Shows & Sales. Sonoma County Fairgrounds, Santa Rosa. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

May 27–30 Electronic Entertainment Expo (E3). Atlanta, GA. IDG. 1-800-315-1133 or *www.e3expo.com*.

May 30 MarketPro Computer Shows & Sales. San Joaquin County Fairgrounds, Stockton. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

June

June 3–4 Networks Expo. NY. Miller Freeman/Network Expo *www.networksexpo.com*.

June 6–7 MarketPro Computer Shows & Sales. Cal Expo, Sacramento. MarketPro. 1-800-708-7555, or *http://marketpro.com*.

June 15–18 WEB.X-New York. NY. Miller Freeman, Inc. *www.webdotx.com*.

June 16–18 PC Expo. NY. Miller Freeman Group. 1-800-829-3976 or *www.pcexpo.com*.

June 16–18 The AS/400 Strategies Conference. Chicago, IL. DCI. (978)470-3880 or, *www.dci.com*.

June 17–19 Wet Ice 98. Palo Alto. IEEE Computer Society. (304)293-7226, or *wetice@cerc.wvu.edu*, or *www.cerc.wvu.edu/WETICE/template.html*.

June 22–24 The Knowledge Management Conference. Boston, MA. DCI. (978)470-3880 or, *www.dci.com*.

June 23–25 Windows NT Expo. Boston, MA. DCI. (978) 470-3880 or, *www.dci.com*.

June 24–26 Building Data Warehouses and Data Marts to Deliver Measurable Business Benefits. Dallas, TX. DCI. (978)470-3880 or, *www.dci.com*.

June 25–27 Graphix East 98. PA. Graphic Arts Show Company, Inc. *www.gasc.org*.

July

July 6–10 Macworld Expo. Jacob K. Javits Convention Center, NY. IDG. 1-800-645-EXPO, or *www.macworldexpo.com*.

July 28–30 Marketing Automation Conference and Expo. New York, NY. DCI. (978) 470-3880 or, *www.dci.com*.

August

August 14–15 Multi-Cultural Internet Conference and Expo. Los Angeles. *info@mcice.com* or, *www.mcice.com*.

Classes, Seminars, Workshops

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April 20 Intro to Microsoft Outlook 97. San Francisco. The Learning Annex. (415)788-5500.

April 21 Mail Merge. San Francisco. The Learning Annex. (415)788-5500.

April 22 Access 97. San Francisco. The Learning Annex. (415)788-5500.

April 23–24 Year 2000 Implementation, Testing and Tools Workshop. GA. DCI. (978)470-3870 or, *www.dci.com*.

April 23–May 14 After Effects II. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu*.

April 25 Intro to HTML. San Francisco. The Learning Annex. (415)788-5500.

April 25–26 Windows 95 Super Weekend. San Francisco. The Learning Annex. (415)788-5500.

April 27 Intro to the IBM PC. San Francisco. The Learning Annex. (415)788-5500.

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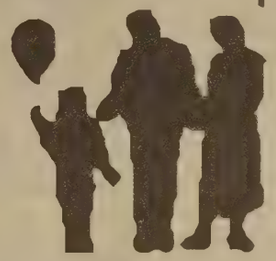

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April 27 Word 7.0 Advanced. San Francisco. The Learning Annex. (415)788-5500.

April 27 Intro to UNIX. San Francisco. The Learning Annex. (415)788-5500.

April 27 Advanced UNIX. San Francisco. The Learning Annex. (415)788-5500.

April 27 How to Sell Ads Online. San Francisco. The Learning Annex. (415)788-5500.

April 27 Mastering the EXPLORE Database. San Francisco. CorpTech. 1-800-333-8036.

April 27–28 Year 2000 Implementation, Testing and Tools Workshop. San Francisco. DCI. (978)470-3870 or, *www.dci.com/internet* .

April 28 Mastering the EXPLORE Database. San Jose. CorpTech. 1-800-333-8036.

April 28–May 26 Java IIB. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu* .

April 29 Mastering the EXPLORE Database. Sacramento. CorpTech. 1-800-333-8036.

April 29-May 26 CGI Programming in PERL. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu* .

April 30 Getting the Most from Multimedia Web Sites. San Francisco. SFSU Extended Education. (415) 904-7700, or *http://msp.sfsu.edu* .

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May 2–30 Creating Virtual Communities. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu* .

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May 4 Internet for the Inexperienced. San Francisco. The Learning Annex. (415)788-5500.

May 4 Navigate the Internet with Netscape Navigator. San Francisco. The Learning Annex. (415)788-5500.

May 4–7 AutoCAD R14 Fundamentals Workshop. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

May 5 Excel 7.0. San Francisco. The Learning Annex. (415)788-5500.

May 5 Mail Merge. San Francisco. The Learning Annex. (415)788-5500.

May 5 Free Seminar: CNE/MCSE Network Certification—Networking For Your Future. San Jose. LANOP. (408)441-9902.

May 6 Windows 98 Sneak Preview. San Ramon. DVPC. (925)556-1449, or *www.dvpc.org* .

May 6 Word 97. San Francisco. The Learning Annex. (415)788-5500.

May 7 Intro to Word 7.0. San Francisco. The Learning Annex. (415)788-5500.

May 7 Word 7.0 Advanced. San Francisco. The Learning Annex. (415)788-5500.

May 7–28 3D Studio VIZ for Architects. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu* .

May 7–9 Basic Electronics and Printed Circuit Components Seminar. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

May 8 QuickBooks 5.0. San Francisco. The Learning Annex. (415)788-5500.

May 9 Intro to HTML. San Francisco. The Learning Annex. (415)788-5500.

May 11 Internet Intensive. San Francisco. The Learning Annex. (415)788-5500.

May 11 Internet Marketing Magic. San Francisco. The Learning Annex. (415)788-5500.

May 11–14 AutoCAD R14 Advanced 2-D Workshop. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

May 12 Demystifying Unicode and Understanding Its Revelance to Local-ization. Mt. View. SimulTrans, L.L.C.. *www.simultrans.com/events.htm#schedule* .

May 12 Managing Year 2000 Projects: The Key Issues. Boston, MA. DCI. (978)470-3870 or, *www.dci.com/internet* .

May 13 Intro to PowerPoint. San Francisco. The Learning Annex. (415)788-5500.

May 13 PowerPoint 97. San Francisco. The Learning Annex. (415)788-5500.

May 13 Excel 97. San Francisco. The Learning Annex. (415)788-5500.

May 14 Advanced HTML. San Francisco. The Learning Annex. (415)788-5500.

May 14–15 Testing for Year 2000 Compliance. Boston, MA. DCI. (978)470-3870, or *www.dci.com/internet* .

May 16 Intro to FrontPage. San Francisco. The Learning Annex. (415)788-5500.

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May 18–22 3D Studio MAX I. San Francisco. SFSU Extended Education. (415)904-7700, or *http://msp.sfsu.edu* .

May 19 Intro to Windows 95. San Francisco. The Learning Annex. (415)788-5500.

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May 20 Access 97. San Francisco. The Learning Annex. (415)788-5500.

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June 1–4 AutoCAD R14 Fundamentals Workshop. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

June 4 Intro to Word 7.0. San Francisco. The Learning Annex. (415)788-5500.

June 4–6 Printed Circuit Design for Analog/RF Workshop. Santa Clara. The Copper Connection. (408) 970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

June 6 Navigate the Internet with Netscape Navigator. San Francisco. The Learning Annex. (415)788-5500.

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June 15–16 AutoCAD R14 Update (R12 Users) Workshop. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

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June 8–11 AutoCAD R14 Advanced 2D Workshop. Santa Clara. The Copper Connection. (408)970-9838, *TeachACAD@aol.com* , or *www.copperconn.com* .

June 9 Localizing Multimedia and Training Materials. Mt. View. SimulTrans, L.L.C.. *www.simultrans.com/events.htm#schedule* .

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July 14 Software and Technical Marketing in Eastern Europe. Mt. View. SimulTrans, L.L.C.. *www.simultrans.com/events.htm#schedule* .

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A Roundtable Of Five

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systems level experiences which form the foundation upon which to focus on serious applications development projects using C++, Visual C++, Delphi for both UNIX and Windows OS. Additional, combinations of RDBMS and various UI experiences would round out my wish list nicely, together with a focus on specialization in a leading edge industry, like telecommunications product development.

• **Richard Grossman:** We are looking at several different areas.

First are the basics: What is the level of their technical skills? How current is their technical knowledge? How broad is their technical base? How deep is their technical understanding? How did they achieve this knowledge?

Next, we are evaluating experience.

Third, we evaluate their learning style and aptitude for the particular type of position. For most of our technical positions, we need those people who

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are self-driven and self-motivated to learn all they can about technology—the ones that just have to experiment and understand "everything."

Fourth, we evaluate thinking style, approach to problem solving, and analytical effectiveness.

• **Marissa A. Hackett:** Technical skills are only one component of our search. We look for experience in the newer technologies i.e., C++/NT, Java, COBRA, Internet-based languages, Oracle, SQL, etc. We also look for strong interpersonal skills (for teamwork and customer interface) as well as a high level of motivation.

• **David Harbaugh:** We look for candidates who can quickly fit into a company environment and use their computer skills to add value to the employer's business on a daily basis. The IS/IT-related needs of today's companies require a broad spectrum of skills and experience within any given position or project.

Personality also plays a big role in today's work environment. The ability to work well with all types of people is an asset every employer looks for.

We also look for candidates that have degrees and/or certifications in their specific areas of expertise.

Lastly, a willingness to accept contract, full-time and part-time assignments plays a big role in who is employed and who is unemployed. By accepting contract positions, you are able to gain experience and knowledge that will make you more attractive as an employee.

• **John Lee:** The companies that recruit at our high-tech job fairs are looking for: programming or management in computer/data processing, business applications, scientific programming, IMS, ATM, COBOL, TSO, ISPF, DB3, IDMS, DBMS, graphics, Java, UNIX, C, C++, AI, Expert Systems, ADA, Windows NT, Client Server, IT, Networking, and more.

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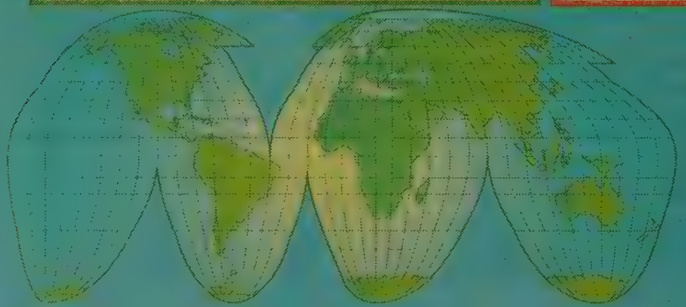

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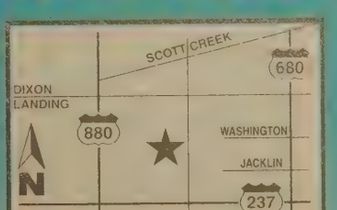

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(415)

Sherman's Shelter BBS. (415)872-0242. 8-N-1, Fido echo and more including Usenet connection. WildCat v4.20 with an ANSI or textual interface. Has a qwk door! Free. [Exp. #179]

The Compound Eye. (415)749-0426. Hip weirdness, no validation, free. Nirvananet. Deekoo L. & Monde. [Exp. #178]

TLC Net Server. (415)826-2116. 24 hrs., 33,600. LORD 4, games, chat, email, Telnet, FTP, PPP, POP3, Internet. [Exp. #179]

Ultimate Force. (415)441-1120. 8-N-1, 24 hrs., 300–19,200. Online games, multi-message bases, files, 1.2GB. Only comlink network in Northern CA. Free access. [Exp. #179]

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Greater Light Online. (510)741-5572, 754-6010. 24 hrs., Christian-oriented. Wildcat! 5 GUI. Files, games, message bases. Fee/free. Sysops: Michael Bryant, Beverly Reagan. [Exp. #178]

Red Dwarf BBS. (510)261-3966. 24 hrs., 2400–28.8. Wildnet, Cyber-3Dnet, MSI SupportNet, messages, files, doors. SciFi/RPG based, but we offer more. All welcomed. Sysop: Earl Williams. [Exp. #180]

The Little Village. (510)237-5338. 8-N-1, 24 hrs., 33,600. Files, message nets, online games. Free. [Exp. #178]

The Stage. (510)251-2431. 24 hrs., Pagan-oriented. PODSnet, Nirvananet. Magical library. Join the play. No validation, free. Sysop: Liana. [Exp. #179]

& the Temple of the Screaming Electron. (510) 935-5845. Full access on first call, 7 lines, chat rooms, encryption, tattoos, phone info, drug questions answered, huge BBS list, Nirvananet, Contra Costa Net, free. [Exp. #178]

Windows OnLine. (510)736-8343, Telnet: *wolly.wolnet.com* , *www.wolnet.com* . 8-N-1, 24 hrs., 33,600. Largest Windows BBS. Free limited trial. [Exp. #179]

Wishing Well BBS. (510)745-7901. Up to 28,800. Over fifty-five registered online games, quality files, ANSI & RIP graphics, no validation, full access first call. Free! Sysop: MaryLou White. [Exp. #178]

(650)

Bay Windows BBS. (650)871-6965. 8-N-1, Dos, Windows, Games Online door games, No Gifs, No Handles, Free 24 hrs. Echo mail sponsored here. Sysop: Judy. [Exp. #180]

Kill-O-Byte BBS. (650)344-1563. 24 hrs., 2400–33,600. Online files, CD-ROMs, games, Amiga, IBM, OS/2, Windows. FREE access! [Exp. #182]

Lord Jesse's Castle. (650)493-0607. 14,400. Friendly sysop. Twenty doors. Many message bases! We just got a cool door called Dogworld! Free. Sysop: Jesse Radin. [Exp. #179]

Peninsula Computer BBS. (650)571-9259. 8-N-1, 24 hrs., 2400–28,800. GT Power Network v1900; email; nearly 2,000 files: DOS, OS/2, shareware, door games for callers. Sponsored by the Peninsula Computer Club. FREE BBS, *www.sirius.com/~jlo* . Sysop: Bob Wallace. [Exp. #180]

The Floor Show. (650)952-3231. 8-N-1, 24 hrs., 33,600. Messages, files, games. Full access at first call. Newcomers welcome. Free. [Exp. #178]

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Monkey Glands. (707)542-5587. Linux-based system in Santa Rosa. No validation, free. Sysop: Magic Man. [Exp. #179]

Party Line BBS. (707)542-3193. 24 hrs., up to 14,400. 12 lines. General entertainment, chatlink each night, Free Access Telnet: *partyline.com* . [Exp. #179]

StarBase 515. (707)792-0880. 8-N-1, 24 hrs., 33,600 BPS. Spitfire-based system, with nearly 10 gigs of online files on 21 CD-ROM drives! Free access, too! [Exp. #180]

The Duck Pond BBS. (707) 585-6251. 8-N-1, 24 hrs., 33,600 BPS. Spitfire-based system, with 10 gigs of files & also free access. [Exp. #180]

The Mos Eisley BBS. (707) 588-8484. 8-N-1, 24 hrs., 33,600 BPS. Spitfire-based system, with Lord, & Lord 2. Free access! [Exp. #180]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, a ten-word description, and what computer type your group wishes to be listed under. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

You can update or renew your listings at any time. If yours is missing, send your listing information to:

US Mail should go to: MicroTimes User Group, 1300 Clay St., Ste. 820, Oakland, CA 94612. **Faxes** are welcome at (510)768-1288. **Email** can be sent to: *sara.tassione@microtimes.com* or MCI:MICROTIMES.

User Groups

Amiga

AWEST—Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)474-1164; BBS (415)441-1120. [Exp. #181]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@dsp.com*; Warren Burnham, (408)252-3406 or *wburn46506@aol.com ; www.calweb.com/~rabel1* . [Exp. #179]

Atari

ABACUS—Atari Bay Area Computer Users Society. Meetings: 1st Sat., 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games systems. Call: Roger Sinasohn, (415)469-7924, BBS (415) 564-8062. [Exp. #183]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, St. Leander School, 451 Davis St., San Leandro. Call: Robbie, (510)797-5636. [Exp. #181]

CAD

San Francisco 3D Studio User Group. Meetings: 2nd Sat., Check Web site for location, date, subject, and other information. *www.sf3dsug.com* . [Exp. #183]

San Francisco AutoCAD Users Group. Meetings: 1st Mon., 6:00 pm, SFSU Downtown Center at 425 Market St. Contact: Lillian (415)263-6748 or *www.sfaug.org* . [Exp. #183]

Commodore

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00–4:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp. #183]

CWEST—Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)474-1164; BBS (415)441-1120. [Exp. #181]

IBM And Compatibles

Armageddon LAN Gaming Group. Meetings: Meets monthly in Concord, San Jose, and Sacramento. Any and all games played over a Local Area Network with hundreds of others in the same room. Contact: Tim (510)682-0826; *www.armageddon-gaming.com ; mach1@armageddon-gaming. com* . [Exp. #182]

Diablo Valley PC User Group—DVPC. Meetings: 1st Thurs., 7:00 pm, B of A Technology Center in Lobby Conference Room, Bldg. B, 2001 Clayton Rd., Concord. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: Craig Peterson, (510)556-1449, *bod@dvpc.org , or www.dvpc.org* . [Exp. #183]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp. #182]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or *www.ggcs.org* . [Exp. #179]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, CSU Hayward, Meiklejohn Hall, Room 2002. Learn more about your computer. Product demos. Member help. Call: (510)538-2449, (510) 276-6450, or *www.pcc.org* . [Exp. #182]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (650)593-9981, BBS (650)571-9259, or *larryw3553@aol.com* . [Exp. #183]

San Francisco Bay Area Powerbuilder Users Group (SFBPUG). Meetings: 3rd Thurs., San Francisco. Please check our Web site at *www.sfbpug.org* for location details. Contact: Craig Orr at *crbare@redshift.com* . [Exp. #183]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, Ste. 153, San Francisco. For people who use computers in their work. Visitors $10. Contact: *sfbc@juno.com* . [Exp. #178]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./McAllister. Presentations, Q&A sessions. Call: Pierre Hahn, (415)474-1587 or 777-1332 for recorded events message, *www.sfpcug. org* . [Exp. #181]

Internet

Internet SIG of the Association of Database Developers (ADD). Meetings: 3rd Tues., 7:00 pm, 124 Beale St., Mezzanine Level, San Francisco. Focuses on how to integrate databases into Web sites. Contact: Patrick Lynch, (510)482-5752, *patl@a.crl.com , or www.baadd.org* . [Exp. #183]

Legal SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, 465 California St., 11th floor, Boardroom. Chair: Al Buchignani. Call: (415)421-5650. [Exp. #179]

Macintosh

BMUG—Berkeley Macintosh User Group. Meetings: Every Thurs., 6:30 pm, 2055 Center St., Berkeley (1/2 block south of Berkeley BART at Shattuck). BMUG is the World's Largest Macintosh User Group. All meetings are free, membership not required. Several SIGs also meet in the main office. Call: (510)549-BMUG, or *www.bmug.org* . [Exp. #179]

SLAEUG—San Leandro Mac User Group. Meetings: 1st Thurs., 7:30 pm, San Leandro High School, 2200 Bancroft Ave., San Leandro. Best DOM (3 disks) anywhere. Call: Stan (510)351-3973 or *skline@concentric.net* . [Exp. #179]

Miscellaneous

Access SIG of the Association of Database Developers (ADD). Meetings: 2nd Weds., 7:00 pm, 124 Beale St., Mezzanine Level, San Francisco. Contact: Paula Payne (510)594-1152, *pmp@outformations.com* , or *www.baadd.org* . [Exp. #183]

BayCHI. Meetings: 2nd Tues., 7:30 pm, Xerox PARC Auditorium, 3333 Coyote Hill Rd., Palo Alto. Computer-Human Interaction Group. Free and open to the public. Contact: Infoline (408)235-9422, or *www.baychi.org* . [Exp. #181]

Fox-VFP SIG of the Association of Database Developers (ADD). Meetings: 1st Thurs., 7:00 pm, 124 Beale St., Mezzanine Level, San Francisco. Contact: Dean Lesner (415)788-4366, *dlesner123@aol.com* , or *www.baadd.org* . [Exp. #183]

MS Access Peninsula User Group. Meetings: 2nd Fri., 1:00 pm, Metro Center Building, 9th floor, Foster City. All welcome from beginners to professionals. Contact: *www.rampage.net/accdocs/sigs/htm* . [Exp. #181]

North Bay Users Group NBUG. Meetings: 2nd Thurs., 7:30 pm, 330 Rodgers St., Vallejo. Open to all. Contact: Lolly, (707)645-8768 or *www.home.inreach.com/nbug* . [Exp. #181]

San Francisco Bay Area FreeBSD User Group. Meetings: 7:30 pm, This group serves the needs of the San Francisco Bay Area FreeBSD user base and holds meetings approximately once a month. Please see Web page for details. Contact: *www.arachna.com/freebsd/freebsd-sf.html* . [Exp. #182]

Silicon Valley Clarion User Group. Meetings: 2nd Weds., 7:00 pm, San Jose. Contact: Don Wood, *www.desine.com/svcug* . [Exp. #181]

Multimedia

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@compcore.com* . [Exp. #179]

Networking

South Bay Novell User Group. Meetings: 2nd Thurs., 6:00 pm, Novell offices, 2275 Trade Zone (at Lundy, off Montague east of 101), San Jose. Buffet, vendor presentations, technical education, user forums, "Networking in Hell" stories. Contact: (650) 525-4567 or *allanh@sbnug.org* . [Exp. #179]

Novell

Novell Users Group of Monterey/Salinas/Santa Cruz. Meetings: 3rd Thurs., 6:30 pm, 40 Ragsdale Dr., (Ryan Ranch), Monterey. Membership: $25/year or $5/meeting. Contact: *jspencer@jps.net* . [Exp. #182]

PC and TRS-80 Nybblers Computer Club. Meetings: 3rd Fri., 8:00 pm, Prado Internet Access, 1260 A St., Hayward. Contact: For info write *Nybblers@aol.com* , or *www.members.aol.com/Nybblers* . [Exp. #181]

Programming Languages Java SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Free to members, $10 for non-members. Contact: Tom Hill, *javasig@worldware.com* . [Exp. #181]

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User Groups

Texas Instruments

Texas Instruments TI-99/4A. Meetings: 2nd Sat., Oakland. Need programs/hardware? Call: Fred, (510) 530-8335. [Exp. #179]

UNIX

Bay Area FreeBSD Users Group (BAFUG). Meetings: 7:30 pm, San Francisco and Redwood City. See Web site for times and locations. Free and open to all interested in FreeBSD and/or UNIX. Refreshments are provided. Meetings are free. Contact: *www.freebsd.org* , or *www.arachna.com/freebsd/freebsd-sf.html* , or *spidaman@arachna. com* . [Exp. #182]

City College of San Francisco Linux Users Group. Meetings: Every Thurs., 3:00 pm, CCSF Student Union, MLK Center, 50 Phelan Ave., San Francisco. Free and open to all interested in Linux and/or UNIX. Contact: (415) 239-3108, or *jhauck01@ccsf.cc.ca.us* . [Exp. #179]

Windows

Bay Area Windows NT User Group. Meetings: 1st Sat., 1:00 pm, San Francisco and Cupertino, see Web site for times and locations. This professional association is for NT systems administrators and developers. Contact: Edwin Rutsch, (510)528-9895, or *edwin@wyp.net* , or *www.bantug.org* . [Exp. #181]

Central California Windows NT Users Group. Meetings: 1st Sat., 10:00 am, Oakhurst. Contact: Robert Slovick, (209) 683-1499, or *www.inetassist.com/ntug* . [Exp. #181]

NT

Bay Area NT Users Group (BANTUG). Meetings: 2nd Weds., 6:30 pm, Teknowlogy Education Center, 50 California St., Ste. 1600, San Francisco. Refreshments are provided. Meetings are free. Contact: Edwin Rutsch, (510)528-9895 or *edwin@wyp.net* , or *www.bantug.org* . [Exp. #181]

Associations

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, standing room only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415) 979-8450. [Exp. #179]

ICCA Silicon Valley. Meetings: 4th Tues., 6:00 pm, Hobbee's Restaurant, 920 Town and Country Village (Stevens Creek/across from Valley Fair Mall), San Jose. Regularly-scheduled dinner meetings, $25 non-members/$20 members. Contact: Paul Stith, (408)439-0870, ext. 2, *info@icca-sv.org* , or *www.icca-sv. org* . [Exp. #182]

San Francisco Association of Internet Professionals. Macromedia, 600 Townsend St., 1st floor, main lobby, San Francisco. A membership- and chapter-driven organization with the ability to unify, support, and represent the global community of Internet professionals. See Web site for meeting times/location. Contact: Jeff Ward, (408)899-2011, *jward@association.org* , or *www.association.org* . [Exp. #181]

San Francisco Web Business aMixer. Meetings: 2nd Weds., San Francisco. A monthly after work mixer and networking event for people in the business of Web publishing, design, advertising, marketing, and commerce. $5 gets you table space and T1 access. Bring your business cards, brochures and URLs! Contact: Details on the monthly featured speaker are always at *www.webmixer.com*. [Exp. #183]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00 pm, London Wine Bar, 415 Sansome St., San Francisco. For technical writers and editors. Newsletter, annual competition. Non-members, $12. Contact: (415)985-7121 or *http://stc.org/region8/sfc/www* . [Exp. #181]

The Software Forum. Meetings: 3rd Wed., 6:00 pm, Michaels at Shoreline, San Francisco. Call ahead to reserve a place. Contact: Kim Murray (650)854-8298, or *www.softwareforum.org* . [Exp. #181]

High-Tech Workers: What Shortage?

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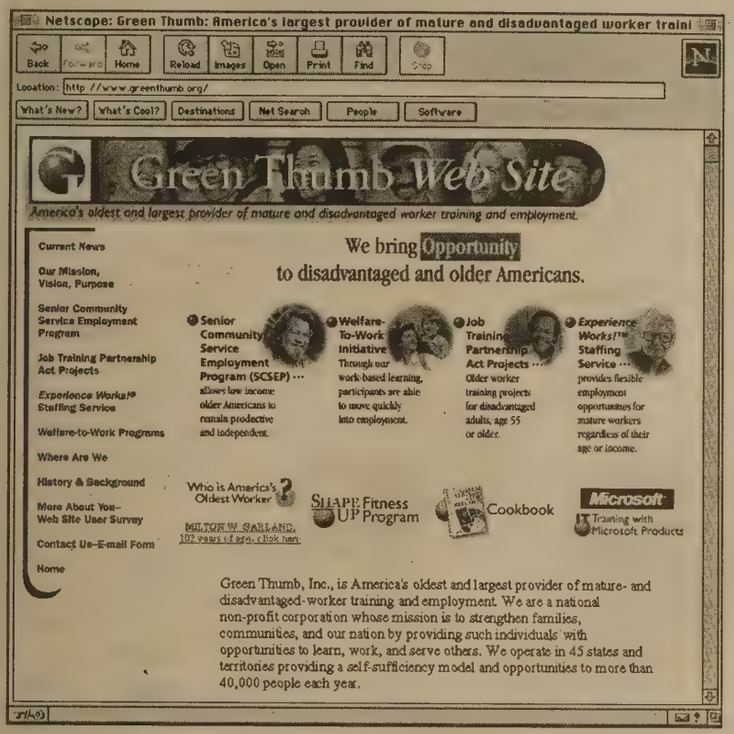
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In one innovative program, Microsoft has teamed with Green Thumb, a leading provider of employment and training services for older Americans, to train low-income seniors for computing careers.

Under the new program, made possible by a grant from the U.S. Department of Labor, seniors can train to become Microsoft certified software developers, trainers and system engineers. Currently, the demand for these skills far outstrips the supply of qualified workers and Microsoft Certified Professionals are commanding top salaries. According to one recent survey, the average compensation of an entry level Microsoft Certified Professional is over $61,000.

Initially, the training program will operate in three cities: Sacramento, CA, Baltimore, MD, and Austin, TX with others to be added later. While the small program is unlikely to offset the many thousands of reported IS vacancies, it may signal a shift in the attitudes of high-tech companies like Microsoft. Companies that in the past have not appeared interested in hiring or investing in older workers.

Nonprofits Are Also In On The Act

To help seniors remain current with computer technology, a number of groups have developed training programs specifically for older Americans. One of the most successful is SeniorNet, a San Francisco based non-profit group that provides computer training to people 55 and older. Nationwide, the group has 126 training centers in 35 states and more than 1800 volunteers. SeniorNet offers classes on a wide variety of popular software packages including word processors, spreadsheets, and money management applications. However, according to SeniorNet's Gregory Lewis, "The Internet classes are the most popular."

SeniorNet not only offers computer training for seniors, their 23,000 members are also entitled to special discounts on computers and software. Its services are in such demand that the group plans to open more than 40 additional training centers during the next year.

In the future, the group hopes to be able to provide computer-related job training to its members. While SeniorNet does not advertise their courses as job training, Ann Wrixon, SeniorNet's Executive Director notes, "We have found that many of our members take classes to help them find a job."

"Third Agers" Flock To The Internet

Like most other segments of our society, older Americans are flocking to the Internet in record numbers. According to one recent study, the number of Internet users over 50 doubled last year, bringing the total to over seven million and making it one of the fastest growing segments of Internet users. To service this growing community, a number of organizations and Web sites specific to older adults are beginning to appear online. The San Francisco based Third Age Media is a leading player in the area. It has established itself as the authoritative voice on the 45+ audience. Third Age Media and its ThirdAge.com believe the term "Third Agers" is more descriptive of older adults. According to Bryan Preston, the group's Communications Director, "Third Age is not a euphemism for senior citizen, but a new way of looking at growing old—living a longer, healthier and more active life."

Third Age's CEO, Dr. Mary Furlong, has a long history of assisting "Third Agers" with computing and was recently recognized as one of the 100 most influential CEOs in the digital age. She was the founder of SeniorNet and served as its president until moving to Third Age. The group seems to have struck a cord with older adults. Each month, its Web site, packed with useful information, links, and chat areas specifically designed for "Third Agers," receives over 350,000 visitors. The site has also attracted a large amount of media attention. To date, Third Age has been profiled in over 400 articles.

Conclusion

While many firms have started looking to the Pacific Rim and South America for computing help, thousands of our country's high-tech workers have been left on the sidelines. Many of these workers possess critical skills and years of experience. As a progressive industry that claims to value diversity, perhaps it is time computing professionals started to rethink our ideas about age. ◆

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Resources:

Information Technology Association of America (ITAA)
www.itaa.org

Senior Staff 2000
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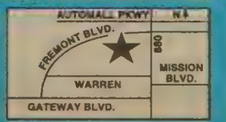

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MMX-P233/512K (Intel Anchorage) ATX .1188
MMX-P200/512K (Intel Anchorage) ATX .1138
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AMD K6-233/512K (Intel Triton TX).....648
AMD K6-200/512K (Intel Triton TX).....618
CYRIX MX-P233/512K (Intel Triton TX)..628
CYRIX MX-P200/512K (Intel Triton TX)..588
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MMX-P200/512K (INTEL TRITON TX)	74	178	298	348
AMD K6-P233/512K (INTEL TRITON TX)	74	218	338	388
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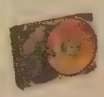

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Microsoft

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Intelli Serial / PS2 (w/System) 24

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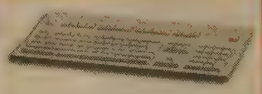

104-Key Keyboard for Windows 95 ..... $9

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AMD K6-233 134
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Intel Pentium II-300 / 333 ..... 398 / 518
Intel Pentium II-350 / 400 ..... 648 / 868

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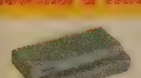

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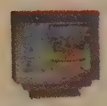

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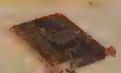

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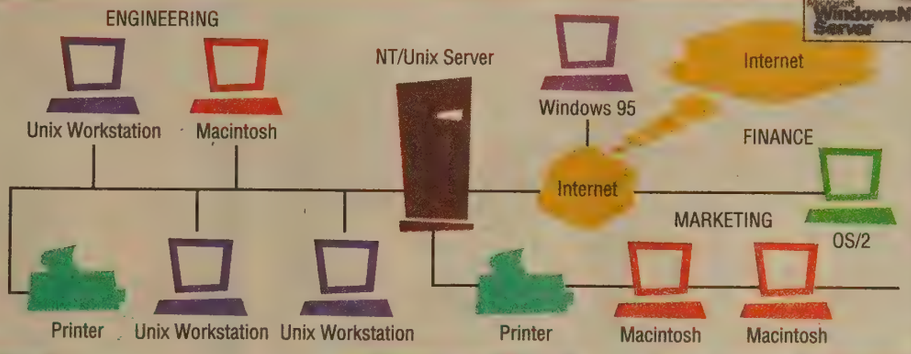

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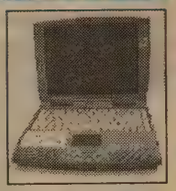

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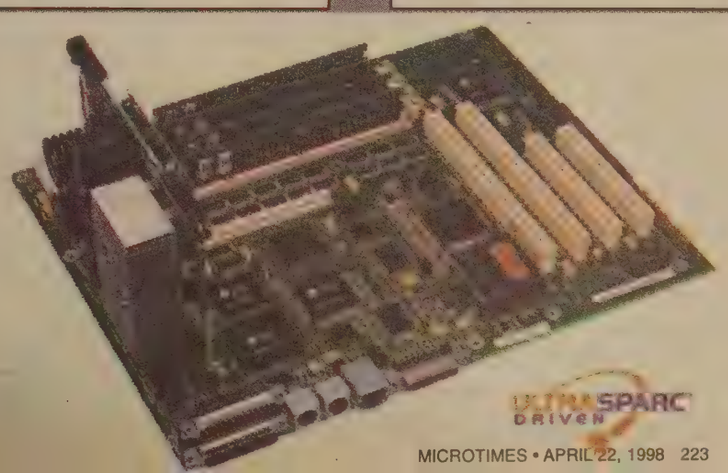

A Roundtable Of Five

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Do you have any advice for high-tech job seekers?

• **Jim La Belle:** Don't jump at the first job offer, or "fall into" just any position. Learn to begin to take your choice of company and role within a project very seriously.

Build strong team leadership skills at whatever technology level, along with rounding out your technical focus in either product development, R&D, or product marketing.

Research what companies do what, how they're doing financially, and learn to ask very open-ended questions when in the searching/interviewing process.

Use the Internet!

Also, put effort into finding a long-term association with a sophisticated recruiter who can assist you in your personal and professional growth.

• **Richard Grossman:** Do whatever it takes to get a technical certification appropriate for the direction you want to go.

Demonstrate a willingness to improve your skill set and take responsibility for your life.

Make sure that the company you go to work for believes in maintaining your technical edge.

And of course, if you fit the profile I have been discussing, contact Infotec immediately to discuss becoming part of our team.

• **Marissa A. Hackett:** It is a great market for technical people. We are finding that the highest quality candidates are not focusing on money, but rather opportunity. If you are technical and talented—don't settle, even if the pay is great!

My other suggestion is for technical people to do everything they can to encourage math and science-oriented high schoolers to aim for a technical career. We all have a responsibility to do everything we can to ensure the talent is there to fuel high-tech growth.

• **David Harbaugh:** Acquire as much hands-on experience as you can! All the degrees and certifications in the world aren't worth much without the actual hands-on experience. The candidate that has both is more likely to get the prime IS/IT jobs.

In addition, today's market demands that you have more than one skillset. Design a resume that sells your abilities and objectives. A good resume will answer any question an employer might ask without your physically being there. An employer might ask themselves, "What is the candidate's objective?" This should be clearly stated. "Are you a programmer or a graphic designer?" If you can't answer the question, how will an employer be able to decipher what you are trying to convey?

There are eight things that should always exist on a resume: Name, Address, Phone Number, Objective, Experience, Education, Personal Interest, and References should be available upon request.

There are lots of ways to go about finding high-tech jobs, such as Internet job posting sites, employment agencies, and various publications, to mention a few. Job seekers should keep in mind that they are ultimately responsible for their own job search; therefore, all of the tool and techniques above are intended to support, not replace the job seekers' own effort.

• **John Lee:** Keep your resume up to date as often as possible. Use keywords in the resume do not use overly long paragraphs.

Do your homework and learn the requirements of your targeted companies before talking to them.

During interviews, speak with confidence, do not hesitate, be honest. Pick up a good book on interview techniques and resume writing, but you must know your stuff.

Attend our high-tech job fairs, it will increase your chances of landing a job.

What high-tech openings are available at your company right now?

• **Jim La Belle:** We need experienced Software Engineers at the application/GUI level, Software Engineers who specialize in Front End and Back End, as well as those who prefer the Systems Level. We also need experienced Software Quality Assurance (SQA) and Software Test Engineers for several immediate assignments, and the need for strong Programmers with a variety of applications experiences are also in demand with us. Java and Web-enabling developers and strong Technical Writers that document the software development life cycle would also help us right now.

• **Richard Grossman:** Infotec's consistent growth pattern creates on-going opportunities throughout the country for anyone interested in a career as a technical trainer for such high-end product lines as Microsoft, Novell, Lotus and more. Contact us to find out more about the advantages of being a member of the Infotec team.

• **Marissa A. Hackett:** Our current openings are posted in *www.smartdog.org* , and consist of the following: Oracle Applications Developer, C++/NT Developer, Technical Implementation Coordinator, Network Services Administrator. We have multiple openings of some of the posted positions.

• **David Harbaugh:** PC Pros Information Staffing offers a variety of positions in the IS/IT and other related fields. Technical Openings: AS/400 programmers, Access/Visual C++ Programmers, Network/System Administrators, Technical Helpdesk Operators, Proposal Coordinators, & Software/Applications Engineers.

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• **John Lee :** Our client companies offer thousands of positions in over a hundred categories ranging from computer science, computer engineering, electrical engineering to chemical, mechanical engineering. ◆

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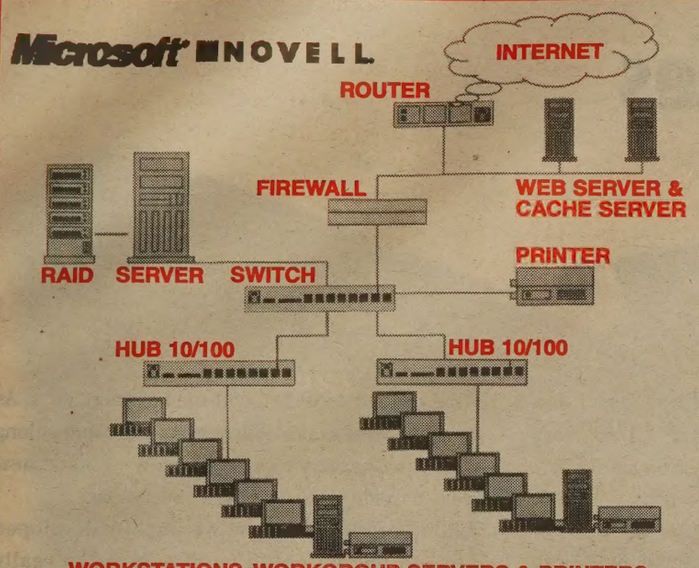

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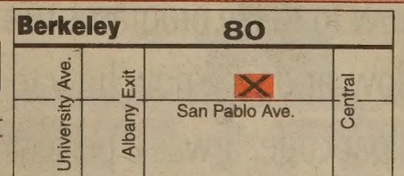

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The Bloated Code Diaries

Or, Another Unfinished Stage Production

By John C. Dvorak

The following is an excerpt of Dvorak's unfinished and unpublished new stage play, "The Bloated Code Diaries," which exposes the inner workings of the world's largest software factory, Macrosoft.

It's fiction and the names are slightly changed to protect the innocent from ridicule from within their organizations. You'll never figure out the real names, so don't try.

SCENE III — The Blowup!

(Macrosoft CEO Gil Bates storms into office with papers in hand. A group of executives sits at a large conference table. These aren't Macrosoft executives, but executives from all the big software companies, including Cymantec's CEO Weeb Eubanks, Boracle CEO Barry Ellison, Jake McNealy of Bun Microcomputers, Mitzy Polese of Samba Software, and Boog Gerstner of BMI)

Gil: Dammit, have you people seen this report?!

Weeb: Yeah, we saw it. We all saw it. What's the big deal?

Gil Bates: "The problem with Java, dorkface, is that it runs slow, but the code is too small. You need both pieces of the puzzle. That's why we wanted to do our own Java. You know how to make programs run slow, and we know how to bloat code. It was a perfect idea. Until you sued us!"

Mitzy: I didn't see it. Is that because I'm a woman? Is that why I didn't see it? I'll bet that's the reason, isn't it? Because I'm a woman. Right?

Barry: You have a copy in front of you. You pulled it from your briefcase an hour ago.

Mitzy: Nobody told me it was the same report. Was it because I am a woman that nobody told me it was the same? Is that the reason?

Barry: Yeah, that's the reason, ok? Make you feel better?

Mitzy: Yes, thanks. Whew!

Jake: What report are we talking about?

Gil: The one that says the software industry isn't keeping up with the hardware industry. Bigger hard disks and faster processors have gone far beyond our ability to make code slow enough to require new machines. Now the industry is blaming us for the slowdown!

Mitzy: What slowdown? Nobody told me anything about a slowdown...

Boog: We've done our part. Bogus Notes is as slow as we can make it and it clogs up the net too! Don't blame us. And we have tried as hard as we can to make machines that cost too much and use slower chips. The problem is the public wants faster and faster machines. Can't you make the OS slower, Gil?

Gil: We have tried to bloat this thing as much as possible, but we can't keep up. We've added new features that are useless, but it doesn't help.

Jake: I can't believe you can't make Windows 98 bigger. How about making it crash more? That puts a drain on things.

Gil: People don't equate a lot of crashes with the need for more power. It turns out they blame us, not the computer, when it happens a lot. I'm tired of getting hit with pies.

Jake: The word is that you wanted to get hit with a pie because you're too cheap to buy a pie.

Gil: My cleaning bill cost more than a pie, dorkface!

Jake: Hey. I oughta sock you for saying that.

Gil: You and who else?

Boog: Gentlemen. Back to the question at hand. What can we do to help out the hardware guys. As someone who works both sides of this fence...along with Jake here...we've come up with some new ideas. Our idea is to develop a new language.

Jake: Yes, as you know we initially developed Java so people could quickly develop really slow apps, but they could develop them quickly. This is after we saw the failure of C++ to bloat the code enough. But someone in this room doesn't like Java

Gil: The problem with Java, dorkface, is that it runs slow, but the code is too small. You need both pieces of the puzzle. That's why we wanted to do our own Java. You know how to make programs run slow, and we know how to bloat code. It was a perfect idea. Until you sued us!

Jake: The way you were going about it was all wrong. You would have ruined both pieces of the puzzle, dingbat! Our idea is for Java ++ taking the worst aspects of C++ and Java. Slow code and bloat combined into one.

Gil: Well, it will have to compete with a couple of our projects. First we're doing C++/plus followed by a name change to C-plus, then we move to C-plus Turbo, then C-plus Turbo GOLD, then Visual C-plus Turbo Gold, then Visual C-plus Turbo Gold Enhanced. That last product is scheduled to ship in late 1999 and will bloat all source code by a factor of 50! A megabyte program will become 50 megabytes.

Jake: But will it run slow?

Gil: Hopefully.

Weeb: As long as we all agree that this is what's needed.

Boog: Hear, hear!

Gil: Excellent, now if I can get all you gentlemen—and lady—to sign this agreement, we can all get started.

[All sign]

Gil: And finally, let us toast with some delicious grape KOOL-AID!

[Curtain falls] ◆

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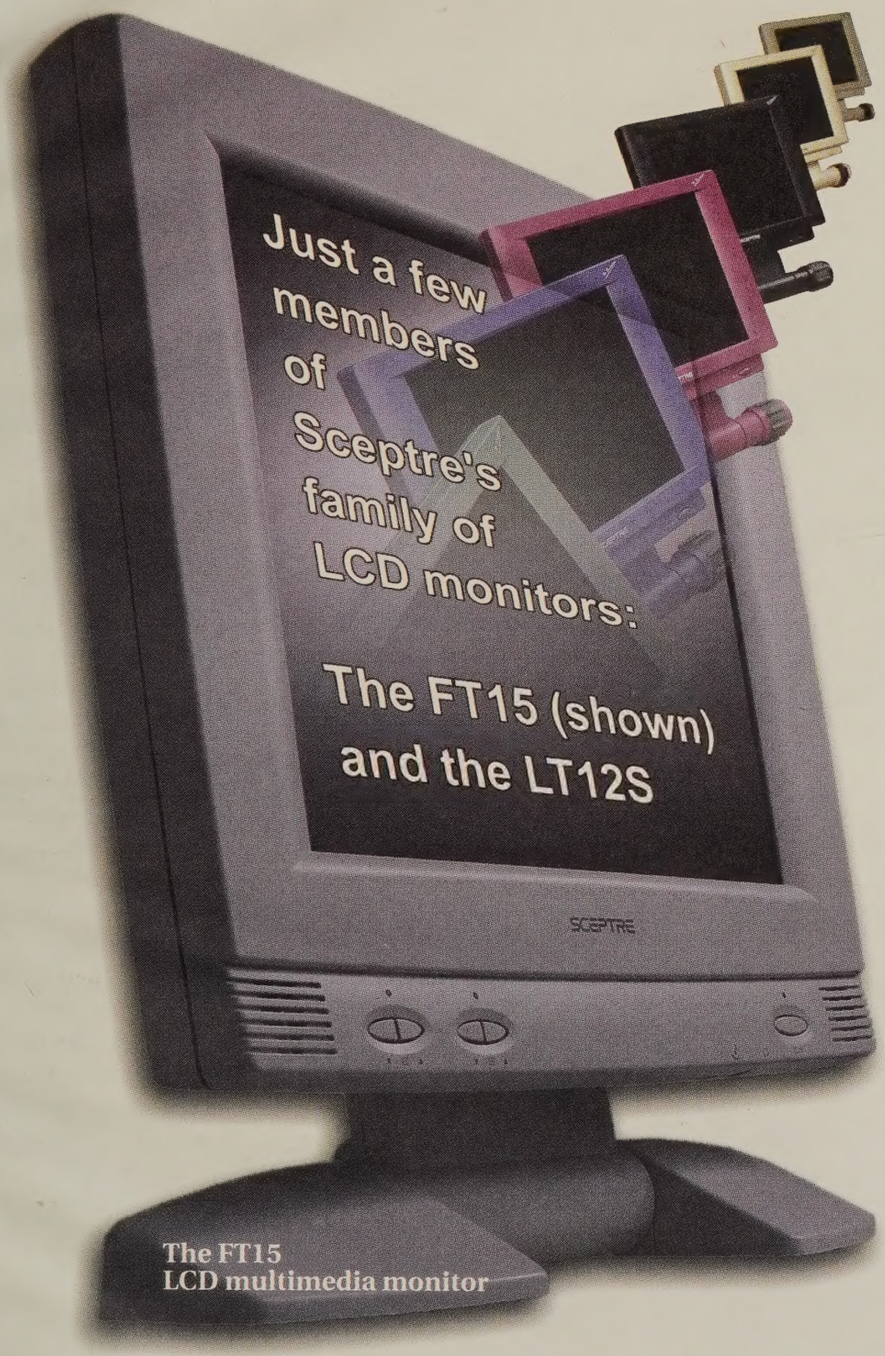
Been There, Done That!



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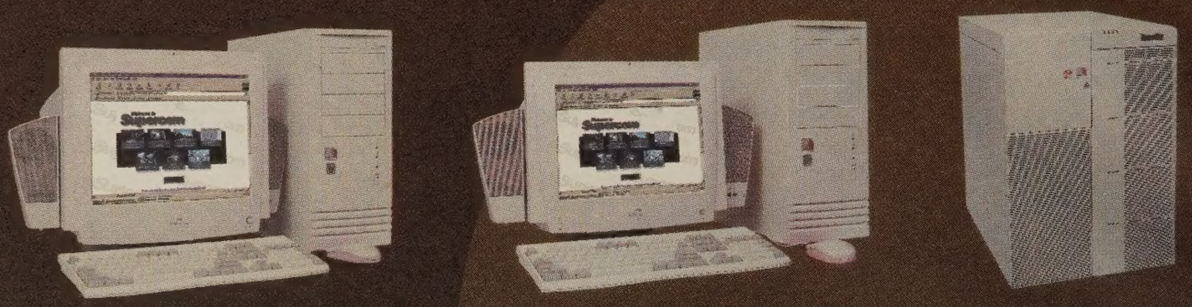

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